

Oct. 20, 1986

WE

Sulfuric
Ea
Gu
MK
So
We
NOTE

Sulfuric
Gu
Ne
So
93
Sunlit
Super

bulk,
T

Talc,

don

ord

imp

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

Tall

REPORTER'S

NEWS AT HOME

| | |
|------------------------------|----|
| AIDS Trial Planned | 23 |
| Acetal Copolymer Plant Near | 7 |
| Adhesives Unit Sold | 4 |
| Arco and Carbide Combine | 4 |
| Butadiene Limit Muddled | 4 |
| Butene-1 Levels Off | 5 |
| C.H. Kline Bought | 4 |
| Cal Bio Shifts Offering | 23 |
| Carbide Reorganizes | 3 |
| Clean Water Bill Passes | 3 |
| EG & G Siles Lubricant Unit | 18 |
| Fatty Acid Venture Develops | 5 |
| Fertilizer Signals Mixed | 6 |
| QAF Rules Out Buyback | 9 |
| Hazardous Information Varies | 25 |
| Hercules' Income Up | 19 |
| IMC Acquires Assets | 4 |
| IMC, Cyanamid Complete Deal | 9 |
| Kerr-McGee Fined | 18 |
| McKesson Deal Okayed | 9 |
| Nidland Chemical Acquires | 18 |
| Mobay Widening US Sales | 7 |
| Nitrogen Dumping Case | 32 |
| Oil Dependency Feared | 20 |
| R&H Pesticide Hit | 7 |
| Seerle Case Goes to Court | 5 |
| Specialty Chemicals to Rise | 16 |
| Trade Provision Inadequate? | 3 |
| USX Spins Off | 9 |
| Vista Polymers Expands | 5 |

NEWS ABROAD

| | |
|---------------------------|---|
| Burmah Oil Sets Sights | 7 |
| Chemical Industry Warned | 7 |
| Degussa Sets UK Operation | 4 |
| ECMRA Presents Award | 4 |
| Ex-Im Charter Sought | 5 |
| Henley Group Sells Stake | 3 |
| Sulfur Shifts in Canada | 5 |

THE MARKETS

| | |
|------------------------|------|
| AGRICULTURAL CHEMICALS | 29 |
| ALIPHATIC ORGANICS | 5,17 |
| AROMATIC ORGANICS | 13 |
| COATING MATERIALS | 33 |
| DRUGS | 21 |
| FINE CHEMICALS | 21 |
| FLAVORING MATERIALS | 34 |
| HEAVY CHEMICALS | 5,29 |
| OILS, FATS & WAXES | 11 |
| PERFUME MATERIALS | 34 |
| PLASTIC MATERIALS | 33 |

SOAPS

POWDERED, FLAKED, PELLETS or LIQUID, LAUNDRY SOAPS,
TOILET SOAP BASE, BUILT SOAPS, SOAP LUBRICANTS,
CUSTOM FORMULATION and PACKAGING

YOUR BEST
SOURCE



CONCORD CHEMICAL CO., INC.
17th and Federal Streets, Camden, New Jersey 08105
Telephone: (609) 668-1826
Cable Address: Conchem

BHT & DBPC

WE OFFER YOU IMMEDIATE SHIPMENT,
COMPETITIVE PRICING, GUARANTEED QUALITY AND
REGIONAL AVAILABILITY.

NEVILLE-SYNTHESIS ORGANICS, INC.
PITTSBURGH, OIL CITY AND HOUSTON
NEVILLE ISLAND, PITTSBURGH, PA 15225 412/351-4200

INTRODUCING VIRTECH.

Sodium Bisulfite,
Sodium Sulfite and
Sulfur Dioxide.

WE'RE #1.

VIRGINIA
CHEMICALS

801 West St., Dept. 303,
Portsmouth, VA 23704
For immediate delivery
call 800-368-2822.

Check Our
Prices And
Our Quality



- Barium Chemicals
- Carboxymethylcellulose (CMC)
- Denatonium Benzate
- N,N, Dimethylglycine
- Diphosphoric
- Phenyl Phosphonic Dichloride
- Tellurium & Niobium
- Tellurium
- 2,4,5 Trithydroxy Benzophenone
- Warfarin
- Zirconium Oxysulfide

ATOMERGIC
CHEMICALS CORP.
91 Carolyn Blvd., Farmingdale, NY 11735
Telephone: 516-494-0000 • Telex: 685225B

CMR MARKET INDEX

| | | |
|---------------------------------|----------------|--------|
| CHEMICAL MARKETING | Oct. 17, 1986 | 151.25 |
| REPORTER's market index of | Oct. 6, 1986 | 151.60 |
| chemicals and related materials | Sept. 19, 1986 | 151.25 |
| (100=1974 average), based on | Oct. 18, 1985 | 152.93 |
| 97 key commercial chemicals, | | |
| appears alongside with data for | | |
| two weeks ago, last month and | | |
| last year. | | |

Chemical Prices Start on Page 36

Grant for Dioxane

- High purity: 99.97% typically
- Technical grade pricing
- Bulk or drums
- Immediate availability

GRANT CHEMICAL
Division Feno Corporation
P.O. Box 263
Baton Rouge, LA 70821
(504) 451-6601
Telex 96 0125

HYDROGEN

Bleach, sterilize, detoxify Environmentally safe.

Degussa
Degussa
Corporation

Hydrogen Peroxide Dept.
Chemicals Division
Route 46 at Hollister Road
Teterboro, New Jersey 07608
Telephone: (201) 288-5500
Telex: 134610
TWX 710-990-6143

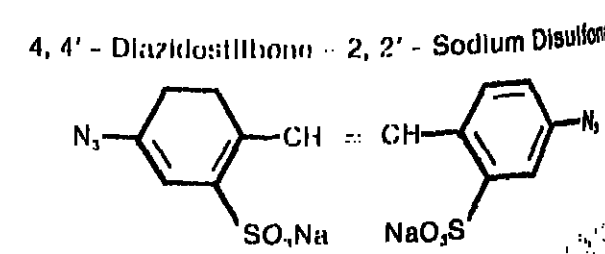
RITA Corporation

CARMINE 40-55

—FROM—

RITA Corporation, P.O. Box 556, Crystal Lake, IL 60014
YOUR SOURCE FOR PRODUCTS OF DISTINCTION
CALL TOLL FREE 1-800-428-7769 / IN ILLINOIS CALL 312-354-1500

HARDENER



FAIRMOUNT
CHEMICAL CO., INC.

117 Blanchard St., Newark, NJ 07105
Telex No. 139905
Cable Address:
Montron, Newark, N.J.

CHEMICAL MARKETING

BUTENE-1: Growth levels out after big gain
LLDPE
STYRENE: Producers announce November
hike
XANTHAN GUM: Rhône-Poulenc expansion
plete
CYCLOHEXANE: Resin use seen rising in
ing years

Chemical Marketing Report

Entire contents copyright 1986 by Science Publishing Company, Inc.

INSIDE CMR

DRUG EXPORT: PMA seeks
White House support of bill that
would make it easier to export
drugs. Compensation provision
could cause problems. Page 3

EUROPE'S FEEDS: US ex-
ports of propylene could make
up for a shortfall of supplies in
Europe caused by a switch to
lighter feedstocks. Page 5

LEGISLATIVE: Shifts in the
leadership of Senate commit-
tees important to the chemical
industry will occur regardless of
which party wins. Page 5

OZONE SHIELD: 'Holes' in
the Earth's protective ozone
shield may or may not be result
of atmospheric chemical break-
down products. Page 7

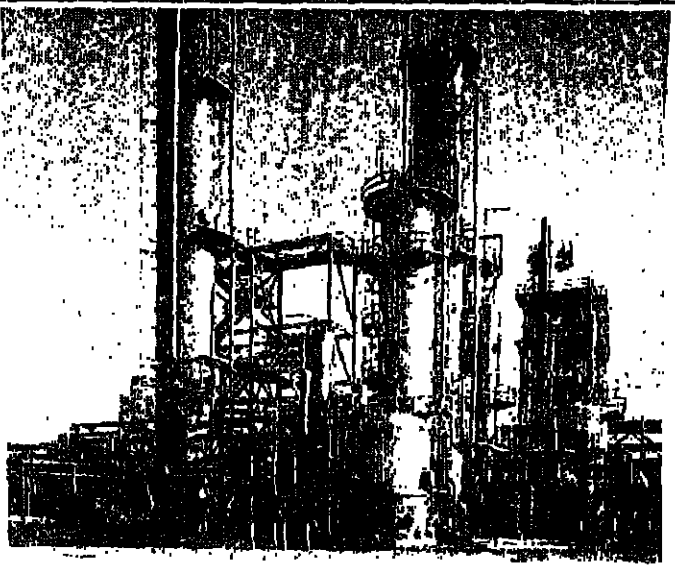
CHEMICAL EARNINGS: Du
Pont and Allied-Signal record
gains, as do Celanese and
American Cyanamid. Pennwalt
reverses results. Page 9

ACRYLO: Producers experi-
ence something of a market flip-
flop as strong demand for fiber
and exports push up require-
ments. Page 7

MONTEDISON DROPS: The
Big Italian company's pursuit of
the troubled Swedish biotech-
nology company, Fermenta AB,
is over. Page 3

| | |
|---------------------------|----|
| Advertisers' Index | 57 |
| CMR Business Briefs | 58 |
| Chemical Finance | 38 |
| Chemical Imports | 39 |
| Chemical Prices | 40 |
| Chemical Profile | 58 |
| Classified Advertisements | 58 |
| Jobs & People | 59 |
| Meetings Calendar | 58 |

Complete News Index on Back Cover



Peroxide Outlook

3

Arizona
Chemical Company
Panama City, Florida 32404
1-800-526-5294

Polyterpene
resins
Resin esters
Fatty acids
Rosin

INTRODUCING
VIRTECH.
Sodium Bisulfite,
Sodium Sulfite and
Sulfur Dioxide.

WE'RE #1.

VIRGINIA
CHEMICALS
801 West St., Dept. 303,
Portsmouth, VA 23704
For immediate delivery
call 800-368-2822.

**SALT
CAKE**
(Bagged or Bulk)

Ashland
Ashland Chemical Company

Inorganic Products Department
Petrochemical Division
P.O. Box 2219 Columbus, OH 43260-4124

GLYCINE USP
GLYCINE TECHNICAL

Serving the
Chemical Industry
since 1880

1445 East Putnam Avenue
Old Greenwich, Conn. 06870
203/637-4271
94 Orland Square Drive
Suite 110
Orland Park, IL 60462
312/460-0772
801 Dove St., Suite 228
Newport Beach, CA 92660
714/476-0510
N.Y. Telex: 212/246-8880

SODIUM NITRITE
FREE-FLOWING AND UNTREATED

Available in free-flowing or untreated grades. For use in corrosion
inhibition and water treatment, heat transfer salts, AZO dyes, metal
working, delinishing and various chemical compounds. Available
for immediate shipment from nationwide warehouse locations.

CALL TOLL FREE
(800) 526-1072
EXT. 5446. IN NJ
(201) 263-5446
FOR ADDITIONAL
INFORMATION

BASF Corporation
Chemicals Division
BASF

BIOBOR JF

Microbicide for hydrocarbon fuels.
U.S. Borax delivers.
(800) US BORAX, toll-free

U.S. BORAX
3075 Wilshire Boulevard, Los Angeles, CA 90010
BORATES. EXPLORE THE POSSIBILITIES.

Salt Cake

COAST to COAST

PRIOR
CHEMICAL CORPORATION
420 LEXINGTON AVENUE
NEW YORK, N.Y. 10170
PHONE: (212) 972-9811
TWX 710-581-3845

Waste Rule for US Agency Under Fire on Capitol Hill

A bipartisan group of 70 members of Congress have urged Energy Secretary John Herrington to withdraw a controversial proposed rule that would allow Department of Energy to exempt mixed chemical and radioactive waste generated at its defense facilities from Federal and state regulations. "This proposed rule would allow DOE to continue dumping some of its mixed waste directly into the ground, even though this practice has resulted in serious contamination of the groundwater and surface water at some of DOE's facilities," says Rep. Mike Synar (D-Okla.), chairman of the House Government Operations subcommittee on environment, energy and natural resources.

He also notes that the private sector, for the most part, has been prohibited from disposing of similar waste in this manner.

Rep. Synar, who initiated the letter to Mr. Herrington, first protested the rule when it was proposed by DOE last November. A public hearing held by his subcommittee last July revealed a number of problems resulting from the way officials at DOE facilities were attempting to implement the rule even though it has not yet been adopted.

"At our hearing, we found that a large burial ground at the Savannah River Plant in South Carolina contained a lot of very nasty chemical hazardous waste as well as radioactive waste, including 10 tons of mercury, 10,000 gallons of fluids containing toluene, xylene and other hazardous chemicals, almost 200 pounds of PCB's, and 3,300 gallons of waste oils."

"DOE had known for some time that the groundwater beneath the burialground was contaminated with mercury above drinking Continued on Page 26

Carbon Dioxide Plant On Way for Airco

A new \$4 million carbon dioxide plant is being built by Airco Industrial Gases in Baltimore, Md. Slated for May 1, 1987 start-up, production capacity of the new plant will be 180 tons per day of liquid CO₂.

The Baltimore plant will be the eleventh liquid CO₂ facility owned and operated in the US by Airco. Liquid product produced at the new site will be sold in the Northeast US, primarily for food freezing or chilling, beverage carbonation, and a variety of industrial applications.

The new plant is being built next to SCM Corporation's titanium dioxide facility from which Airco will draw its raw product for liquid CO₂ production. Airco has contracted with Plant Process Equipment, Inc., League City, Tex., for plant construction.

Carbide Specialty Polyolefins Unit Open for Business in New Jersey

Last week, Union Carbide Corporation officially opened a new technology and operations center for its "Unipol" Specialty Polyolefins Division in Somerset, N.J.

The Specialty Division's research and development laboratories, information systems department, distribution operations center and eastern regional sales office will all be based in the new center.

Spokesmen for the company feel that this consolidation of research with administrative and sales departments will offer customers faster access to technical service assistance, product and safety data, and shipping and other information.

In addition to polymer evaluation, wet and analytical chemistry labs, the new Weston Canal Road unit features extensive high pressure pipe testing facilities, advanced rheology, fire and electrical test labs and raw material evaluation facilities including laser-read detectors. It includes bench-through intermediate-scale compounding facilities, as well as pilot-scale mixing lines, film and rotational molding equipment.

Research at the facility currently centers on polyethylene, the largest-volume polyolefin and the most widely used plastic in the world. Union Carbide has been involved with this market since its infancy in the early 1940's.

Researchers at Somerset are focusing on power and industrial cable and photodegradable packaging applications. They are also

Carbide Set to Build Air Separation Plant

The Linde Division of Union Carbide Corporation says that it will build an \$11.2 million air separation plant in Marietta, Ohio, with construction slated to begin in early 1987. The state-of-the-art facility will produce up to 300 tons per day of nitrogen, oxygen and argon, according to E.C. Hotard, vice-president of Linde Bulk Industrial Gases. It will incorporate the latest energy-saving technology to operate with approximately 35 percent greater efficiency than previous designs.

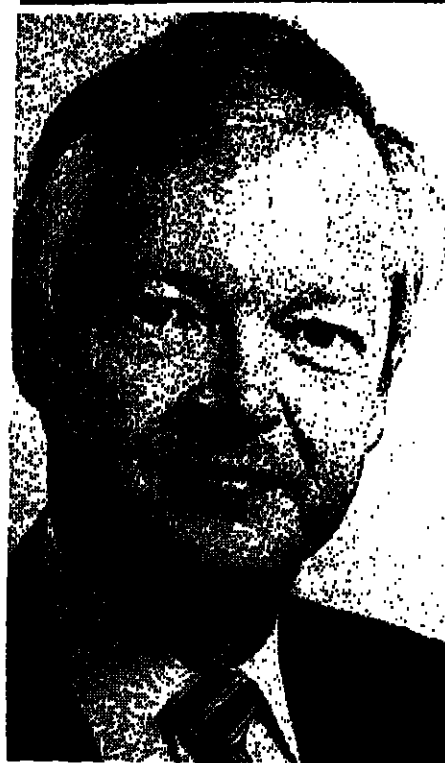
"The new facility will be constructed adjacent to an Elkem Metals plant, which it will provide with gaseous oxygen via pipeline," Mr. Hotard says. In addition to supplying product to Elkem, the new plant will produce oxygen, nitrogen and argon in liquid form for other Linde customers in southern Ohio and West Virginia.

"These customers are currently being served by cryogenic transports that deliver liquid oxygen from other air separation facilities," he notes. "The Marietta plant will make it possible for us to provide even better supply reliability. It also will give Linde the capacity to serve the future growth needs of the marketplace, and to meet the increasingly stringent quality requirements of our customers."

Strontium Seen Strong Despite Competition

In spite of recession and competition from alternative materials, demand for strontium continued its strong growth in the first half of the 1980's, according to Roskill Information Services, Ltd., of the UK.

In terms of strontium carbonate, demand is expected to rise from 94,300 metric tons in 1985 to 105,000 in 1990 and around 27,000 metric tons by the turn of the century, Roskill says in a new report on the metal. The rise of Mexico as a producer in the early 1970's has been followed by the even higher rise of output in Turkey and Spain, and more recently by considerable growth in Iran, Roskill comments.



Paul H. Williams, who has been named executive vice-president of Celanese Canada Inc. He was most recently technical director of Celanese Textile Fibers in Charlotte, NC.

Damon Biotech Seeking Partner

Damon Biotech, Needham Heights, Mass., last week said it is engaged in "serious discussions with a number of major multi-national pharmaceutical firms" relating to the development and marketing of the tissue plasminogen activator t-PA.

Currently, these discussions envision that Damon Biotech would manufacture t-PA using its proprietary technologies and a pharmaceutical firm would market the product and have primary responsibility for obtaining necessary regulatory approvals in specific geographical areas.

Plasminogen activators are a new class of biological products which show great promise in the treatment of cardiovascular diseases. Damon Biotech's t-PA is produced by the Company's proprietary "Encapcel" and cellular enhancer systems. Test results from preliminary studies of Damon Biotech are promising.

Miwon Plans to Build Lysine Plant in Korea

Miwon Inc., Seoul, Republic of Korea, says it plans to construct a \$30 million L-lysine monohydrochloride production plant with an annual capacity of 20,000 metric tons in Kusan city, Chollabuk-do Province, Republic of Korea. Construction should be completed in September 1987 and has already started.

Miwon currently operates a plant in Busan City, Korea, with 10,000 tons of capacity. Miwon and three Japanese companies — Ojinomoto, Kyowa Hakko and Toray — are the world's major producers. Miwon now exports 90 percent of the product. The new plant will export about \$80 million of the feed additive annually which the company says, will increase Miwon's share of the international market from 10 percent to 20 percent.

Clean Water Bill Urged by Lawmakers

Lawmakers and environmental groups called on President Reagan last week to promptly sign the reauthorization of the Clean Water Act, which sailed through the House by a 408-0 vote and was passed unanimously by the Senate, 96-0.

While House budget director James Miller is recommending that the President veto the measure because it is a "budget buster" that will increase the Federal deficit.

The legislation, which calls for an expenditure of \$18 billion over the next ten years for sewage treatment facilities, was delivered to the White House Friday, giving the President until November 5 to sign or pocket veto the measure.

Chemical Marketing Reporter

Volume 230 October 27, 1986
Founded October 18, 1971, by William O. Allison
Directed 1980-1982 by Harry J. Schnell
Schnell Publishing Company, Inc.
100 Church Street, New York, N.Y. 10007-3994
(212) 732-3820, Telex Number: 226113 CMR (R)
Cable Address: Chemical Reporter, New York
Copyright 1986 by Schnell Publishing Company, Inc.

ABP ABO PR NEWSWIRE

EDITOR-IN-CHIEF
Harry J. Schnell
MANAGING EDITOR
Curtis A. Dayup
ASSISTANT MANAGING EDITOR
William Goodwin
NEWS EDITOR
Owen Kean

WASHINGTON EDITOR
Glenn Hesse, 1057C National Press Bldg., Washington, D.C. 20045

SENIOR EDITOR
James V. Gubitosh

STAFF EDITORS
Ronald Begley, Nicholas Boyle, Stephen Kearney, Philip Mann, Michael McCoy, Agnes Shanley

CONTRIBUTING EDITOR
Sean Milmo

BUSINESS STAFF

VICE-PRESIDENT OF MARKETING—John A. Mahan
DIRECTOR OF ADVERTISING SALES—J. Ronald Doran

ASSISTANT PUBLISHER—Don L. Richards
NEW YORK (212) 732-3820—Armand H. Bok, Warren M. Carroll, Robert W. Wakeland, and Wilson S. Winne

CHICAGO (312) 877-6800—Charles H. Oestmann, James C. Oestmann, Arlington Publishers Representatives, Inc., P.O. Box 1555, Arlington Heights, Ill. 60006

HOSTON (713) 732-3820—Wilson S. Winne, Schnell Publishing Company, Inc., 100 Church Street, New York, N.Y. 10007-3994

LOS ANGELES (213) 460-9001—Richard W. Walker, R.W. Walker Company, 2718 Ocean Park Boulevard, Suite 1010, Santa Monica, Calif. 90405

SAN FRANCISCO (415) 778-6555—Richard W. Walker, R.W. Walker Company, 2718 Ocean Park Boulevard, Suite 1010, Santa Monica, Calif. 90405

EUROPE (331) 4600-9955—Robert Broelmann, American Publishers Representatives, Inc., 4 rue Robert de Flers, 75015 Paris, France

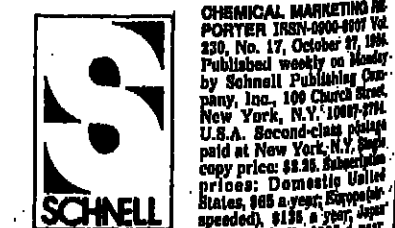
JAPAN (03) 6583-1811—Hiroshi Sato, RRM, Inc., 4 Chome, Higashi-Azabu, Minato-ku, Tokyo, Japan

CHINA (Tel: 6-8332181, Telex: 73688 AMR HK)—Alison Lutz, China Consulate General, 32, Qi Kwan Road, Happy Valley, Hong Kong

CMR AD PRODUCTION—Hsi-yan Brenon, 7701 Oswald

OPED CHEMICAL BUYERS DIRECTORY—Gordon Cardico, Veronica Gilotti

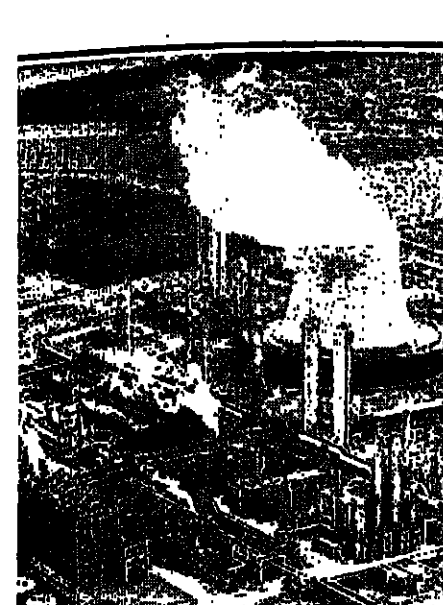
PUBLISHER
Arthur R. Kavalier



CHEMICAL MARKETING REPORTER (ISSN 0009-0971) Vol. 230, No. 17, October 27, 1986. Published weekly by Schnell Publishing Company, Inc., 100 Church Street, New York, N.Y. 10007-3994. U.S.A. Second-class postage paid at New York, N.Y., and at additional mailing offices. Postmaster: send address changes in U.S.A. to Chemical Marketing Reporter, P.O. Box 990, New York, N.Y. 10108. (airfreighted), \$20 a year; Canada and the rest of the world, \$25 a year. Subscriptions in other parts of the world are payable with the order in U.S. dollars. Subscription includes the Chemical Buyer's Directory, published each October. Copyright 1986 by Schnell Publishing Company, Inc. All rights reserved. No part of this publication may be reproduced, stored in a retrieval system, or transmitted in any form or by electronic, mechanical, photocopying, recording, or by any information storage and retrieval system, without prior permission in writing from the publisher, Schnell Publishing Company, Inc., 100 Church Street, New York, N.Y. 10007-3994. Postmaster: send address changes in U.S.A. to Chemical Marketing Reporter, P.O. Box 990, New York, N.Y. 10108.

SCHNELL PUBLISHING CO.
Chairman of the Board, Jack Schnell
President, Arthur R. Kavalier
Vice President, Eve S. Auerbach
Vice President, Gordon Cardico
Vice President, Mary Sava

Advertising: Advertising Agencies in the U.S. and abroad are invited to submit copy for consideration to Schnell Publishing Company, Inc., 100 Church Street, New York, N.Y. 10007-3994. Advertisements will be accepted on the basis of space availability. Advertisements will be published in the Chemical Marketing Reporter, P.O. Box 990, New York, N.Y. 10108. Advertisements will be published in the Chemical Marketing Reporter, P.O. Box 990, New York, N.Y. 10108. Advertisements will be published in the Chemical Marketing Reporter, P.O. Box 990, New York, N.Y. 10108.



UK ETHYLENE CRACKER: Switch to lighter feeds is major factor in current European problem shortage.

Acrylonitrile: Fiber Position Causes Change

Acrylonitrile producers are experiencing something of a flip-flop in the marketplace. After several years of weak domestic demand for acrylic fiber and strong export volumes, the position has been somewhat reversed. US acrylic fiber makers are in the midst of a strong revival, while the world market is now long in supply and weak in pricing.

US acrylic fiber producers have been helped by higher priced imports, brought on by the weaker dollar, and by fashion trends favoring acrylic fibers. The producers have helped themselves by trimming capacity in the past two years by 10 percent.

The fashion emphasis has been on lightweight, brightly colored sweaters made from acrylic. And while demand for acrylic sweaters is up significantly, other fleecewear products, such as sweatsuits, are performing well.

These factors have helped produce a strong domestic acrylic fiber market. Another important factor, one source says, has been increased productivity at the textile mills. The effect has been an 18 percent upturn in domestic acrylic and modacrylic fiber shipments through the first nine months of 1986, according to the Textiles Economics Continued on Page 18

Thalidomide Bill Aiding Ohio Man Escapes Veto

A private relief bill that will give an Ohio man born with deformed legs an opportunity to prove in court that he was the victim of the drug thalidomide and to seek damages from the government was signed into law by President Reagan last week.

The bill, which waives the statute of limitations to allow Steven M. McKenna of Cleveland to sue the Federal government for money damages for congenital defects, was accepted by the administration after the Justice Department reversed its position and recommended that the President sign the measure into law.

Mr. McKenna was born with short stumps for legs and appendage-like pieces of excess skin for feet that are the familiar trademark of thalidomide babies. The drug, a sedative, was taken off the market in 1962 after it was shown to be capable of causing severe deformities in infants whose mothers took it.

Rep. Edward Feighan (D-Ohio), the House sponsor of the bill, said his office was told by Justice Department officials two weeks ago that they were recommending a veto.

Europe May Draw On US Propylene To Meet Shortfall

US exports of propylene could make up for a shortfall in supplies of the material in Europe as a result of a switch to lighter feedstocks in European ethylene crackers.

"With propylene prices being up to 0.9 times higher than those for ethylene at the moment, there must be a natural tendency for Western Europe to attract propylene imports, particularly from the US," Howard Browning of Imperial Chemical Industries PLC told this year's conference of the European Chemical Marketing Research Association in Antwerp, Belgium.

US ethylene crackers are producing 1 million to 1.5 million tons extra of propylene annually because by contrast, they are using a higher quantity of heavier feedstocks, mainly because of lower oil prices.

But Mr. Browning, aromatics marketing manager at ICI's petrochemicals and plastics division, thinks that any surge of US imports into Europe will not last for long because the present high price advantage of propylene over ethylene is likely to be short-lived.

The supply/demand picture in recent

years shows that when propylene prices rise they soon decline as supplies are increased.

A major factor in the propylene market is that supply is not directly linked to demand because the material is a byproduct of ethylene production and refinery operations. Only when the price is right do some suppliers enter the market.

In mid-1985, when propylene was considered to be in short supply, the price relative to ethylene rose.

"This attracted a large volume of propylene, both from the refineries and from imports," Mr. Browning explains.

"Inevitably a surplus arose, and the price collapsed in early 1986, even after taking into account the major oil price changes and the relative strength of ethylene at that time."

Supplies were reduced, causing propylene prices to rise once again.

"(This) reflects the relative ease with which propylene supply can be encouraged or choked off by its pricing, whether from refineries or from imports into Europe," he notes.

"It also reflects the dynamics of a market where the product is not really made for its

Continued on Page 21

UCC Chairman Sees Gains

Despite doomsayers, there is a turnaround in US industry competitiveness, says Union Carbide chairman Warren M. Anderson.

In remarks before the Chicago Economic Club, Mr. Anderson said, "I think you could go through almost every one of our industries, from shoes to construction equipment, to textiles to machine tools, and find, in the midst of tremendous and unrelenting competitive pressures, companies doing what it takes to become winners again. Paying more attention to quality, paying more attention to customers, paying more attention to costs."

After the recession of the early 1980's devastated its major markets, he noted, the chemical industry, including Union Carbide, embarked on a massive program of rationalizing and restructuring that has changed not only the shape of the industry, but its prospects.

"When we turn to innovation, flexibility,

technical change for comparative advantage," Mr. Anderson noted, "we are challenging our overseas competitors on our terms, not theirs. We now understand that our strength is moving, by means of technology and innovation, to the next generation — the new product that makes its predecessor not better, but obsolete." The prospect of a stronger US economy, he said, is why foreign companies are active in this country — building plants, stepping up investment and acquisitions, and joining in co-ventures with American firms.

"The point is that we do have strengths, that our decline is not inevitable, but instead is pointing us in new and promising directions," Mr. Anderson stated. "Management is learning that its real role is not in solving problems, but in creating the kinds of organizations that can solve their own problems."

Senate Shifts Are Expected After Election

Regardless of the outcome of the 1986 elections, significant changes are expected to occur in the chairmanships of several Senate committees that are responsible for legislation that governs the chemical and pharmaceutical industries.

Should the Republicans maintain their current majority, most of the changes would stem from the retirement of Sen. Barry Goldwater (R-Ariz.), whose departure from the Armed Services Committee will likely result in new leaders at the Judiciary and the Labor & Human Resources committees.

The current Judiciary Committee chairman, Sen. Strom Thurmond (R-S.C.), has indicated a desire to take over the Armed Services post. Sen. Thurmond's abdication, plus the retirements of Sens. Charles McC Mathias (R-Md.) and Paul Laxalt (R-Nev.) would clear the Judiciary chairmanship for Sen. Orrin Hatch (R-Utah).

Sen. Hatch has not stated his intention, but many Capitol Hill observers anticipate such a move. Sen. Robert T. Stafford (R-Vt.) is next in line for the Labor & Human Resources chair, but he is expected to opt for his current position as chairman of the Environment & Public Works Committee.

Next in line at Labor & Human Resources is Sen. Dan Quayle (R-Ind.), who like Sen. Hatch is a conservative and a strong ally of business.

However, if the Republicans fail to retain control of the Senate, Sen. Joe Biden (D-Del.) would take over at Judiciary and Sen. Edward Kennedy (D-Mass.) would become chairman of Labor & Human Resources.

Sen. Kennedy worked with Sen. Hatch to move the drug export amendments through Congress this year after opposing the legislation in previous years.

The key change at the Judiciary Committee Continued on Page 35

Toxic Chemicals Problem in River That Caught Fire

The National Wildlife Federation (NWF) and the Ohio Wildlife Federation (OWF) last week released a comprehensive study of water quality in Ohio's Cuyahoga River that found widespread pollution in the river by toxic substances.

The two-year Cuyahoga River Study, conducted by NWF and OWF, examined the sources and effects of toxic substances in the Cuyahoga River and its major tributary, Tinkers Creek.

The study finds that toxic materials in the Cuyahoga seriously degrade water quality and limit fish and other aquatic life. Moreover, the study reports that the regulatory programs intended to control the discharge of toxics to the river system are generally ineffective.

The study makes sweeping recommendations for control of toxic discharges in Ohio and for improving water quality in the river and its tributaries.

In 1969 the Cuyahoga attracted national attention when the river caught fire. According to the report, the kind of pollution that caused the Cuyahoga to catch fire no longer exists, but pollution by toxic substances has become a hazard. Among these toxics are cyanide, benzene, and trichloroethylene.

Other highlights of the report by NWF and OWF are:

- Over 700,000 pounds of toxic metals and 90,000 pounds of toxic organic compounds are discharged into the river and its tributaries each year by the major industrial and municipal wastewater dischargers.
- Major industrial and municipal discharge

Continued on Page 16



The Little Chemical Giant

FIFRA Reauthorization Dies in 99th Congress

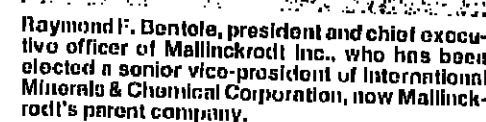
ment would have keep compensation levels as low as possible.

Continued on Page 36

Methanol From Coal: Auto Bill Is Planned

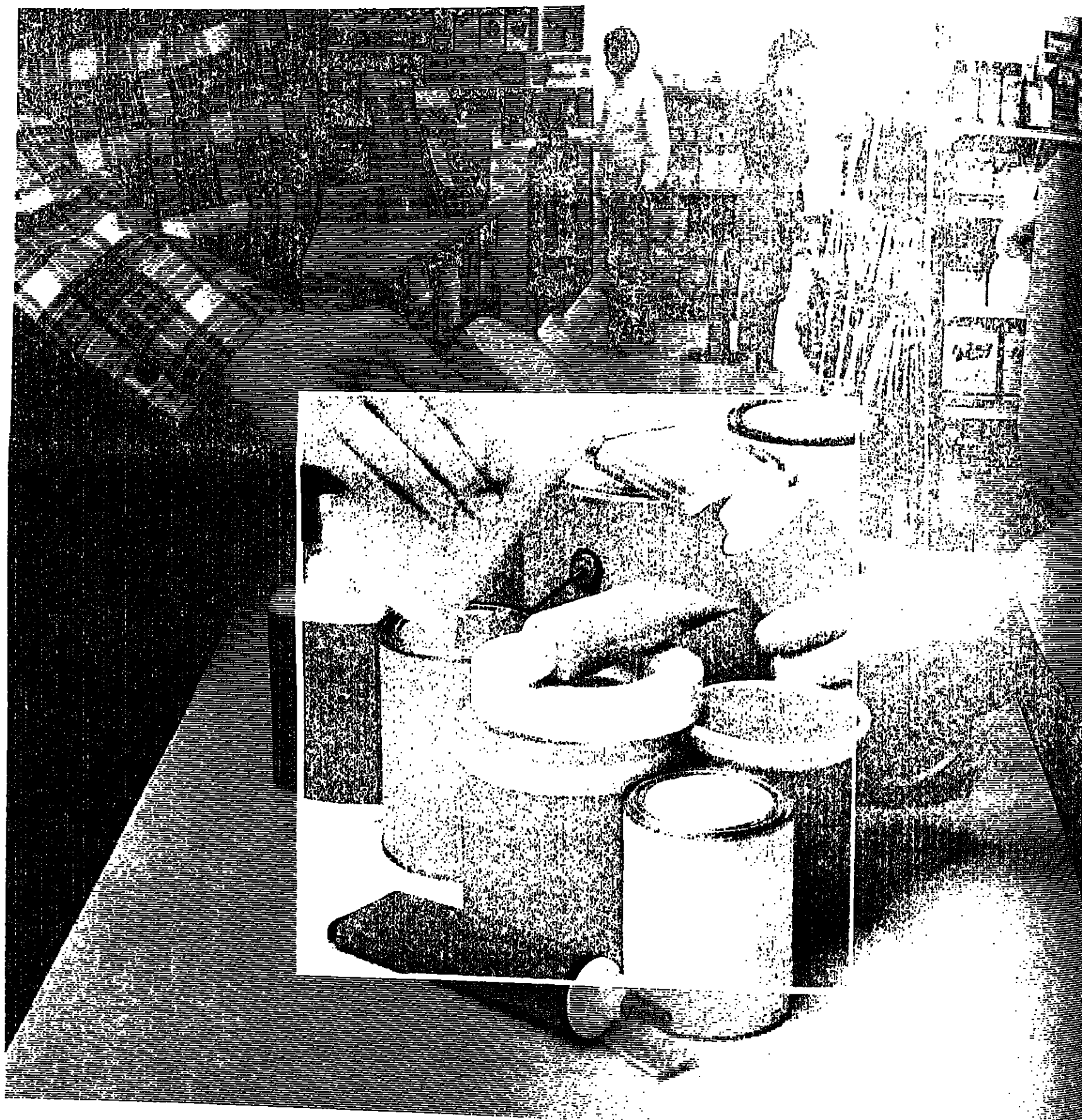
Conrail Stock Offering Welcomed by Industry

October 27, 1986 CHEMICAL



will not build cars capable of running on methanol because the fuel is not available at neighborhood service stations.

acknowledged the reduced tax benefits probably would make Conrail stock less attractive to investors.



When it comes to VAM, U.S.I. is known for the customers it keeps.

When you specify VAM vinyl acetate from U.S.I., you know you'll get our highly reactive monomer for quality water-reducible paints, coatings and adhesives.

What you may not know is all the extras you'll get with it in the form of down-to-earth, personalized service.

We're small enough to react quickly when you need it. And we're big enough (with 600

million pounds of capacity) to assure your supply of VAM.

We also supply you with a toll-free hot line to our computerized order processing system that tells you in seconds where your rail shipment is, and when you can expect it.

Personalized service, plus a product you can feel sure about. Both good reasons to call on The Little Chemical Giant® for

your vinyl acetate needs.

Contact U.S.I. Chemicals Co., Dept. 4564, Div. of National Distillers & Chemical Corp., 11501 Northlake Drive, Cincinnati, OH 45249, (513) 530-6772.



The Little Chemical Giant

Specialties No Panacea, Says EniChem Executive

Commodity chemical companies could be making a mistake by moving into specialties in an effort to get themselves out of trouble, according to Charles Doseher, chief operating officer of EniChem International SA, who told members of the European Chemical Marketing Research Association meeting in Antwerp, Belgium, that it is a popular myth that specialties provide the answers to the problems of the bulk petrochemical sector.

"This is fine for those companies that possess the skills needed to make specialized niches profitable," he explains.

"Those that do not have the specialty culture are in danger of following the leaders only to find that they are too late. Their presence alone could spark off the familiar chain reaction — an overcrowded segment, overcapacity and the collapse of margins."

Companies instead should opt more for joint ventures and other cooperative projects which means they will not have to withdraw entirely from their traditional businesses.

"Actions such as joint ventures, tolling agreements, and portfolio trading should be the stock in trade of the enterprising chemical industry manager of the 1990s," he says.

"The joint venture route has not yet been fully explored — I suspect because managers

tend to see the complexities as being insurmountable."

Joint ventures enable a company to maintain a presence in a sector, while cutting costs substantially as a result of duplicated facilities being closed down and overheads reduced. Similarly research and development can be shared.

He cites EniChem's own joint ventures with Hoechst in low-density polyethylene and ICI in polyvinyl chloride.

Under a deal two years ago with Hoechst, EniChem had leased for 10 years an LDPE plant of the German company's subsidiary Ruhrchemie at Oberhausen, Germany. Hoechst has been able to get out of LDPE without writing off expensive plant and EniChem has gained a northern European production facility without having to build additional capacity.

The initial problem with the agreement with ICI, which only came into operation this month after a year's planning, was that with both companies PVC was at the front end of a highly-integrated upstream production system.

The answer was to leave the assets with the parents while putting the marketing and R&D in the hands of a joint company — European Vinyls Corporation (EVC).

The European bulk chemical sector still needs to prune a further 10 to 20 percent of

Continued on Page 20

FIFRA Reauthorization Dies in 99th Congress

The effort to substantially overhaul the Federal pesticide control law for the first time since 1978 died in the final hours of the 99th Congress as several senators refused to accept a compromise package of amendments approved by the House.

The two chambers passed separate versions of legislation to reauthorize and reform the Federal Insecticide, Fungicide & Rodenticide Act, but as the session came to a close on October 18, the House and Senate were still at odds over provisions dealing with many major issues, including patent term restoration, data compensation, liability, groundwater protection and state authority to set residue levels.

The National Agricultural Chemicals Association said it found the final House offer acceptable, including a limit on the long-sought patent extension provision, but Sen. Howard Metzenbaum (D-Ohio) Dave Durenberger (R-Minn.) and John Melcher (D-Mont.) all placed "holds" on the measure, in effect killing the legislation.

Under the Senate bill, the patent extension provisions would have expired after seven years. Instead of this seven-year sunset, the House compromise amendment would have

provided for a 15-year sunset, a position reluctantly supported by the chemical industry.

But Sen. Metzenbaum, the author of the seven-year sunset provision in the Senate bill, refused to budge. When a member of the House Agriculture Committee approached the Senator on the issue, "Metzenbaum said he wanted seven years and would not accept seven years and one day," reports an industry source.

Sen. Durenberger said he was not satisfied with House provisions on groundwater, liability and uniform tolerances, and was prepared to offer counter proposals that probably would have been rejected by the House.

Sen. Melcher objected to the House's decision to delete an amendment he added to the Senate bill capping the amount of compensation that must be paid when a pesticide producer uses another company's research data to register a pesticide.

As a result, there would have been no limit on data compensation levels set by arbitration — the position preferred by large chemical companies who research and develop new pesticides.

Sen. Melcher proposed the cap on behalf of generic pesticide makers who would like to keep compensation levels as low as possible.

Ozone Shield 'Hole' Puzzles Researchers

A US research team says it appears that a puzzling "hole" in the atmospheric ozone radiation shield above the South Pole is not due to sunspots or wind currents, but the theory that it is caused by man-made chemical pollutants may be incorrect, also.

The Antarctic discoveries, confirmed earlier this year, have set off a flurry of scientific and governmental activity because ozone is necessary to support life, and the "hole" was the first concrete evidence of damage to the ozone layer despite more than a decade of warnings from some scientists.

The sharp drop in ozone levels appears to be occurring over the North Pole as well, another study has shown.

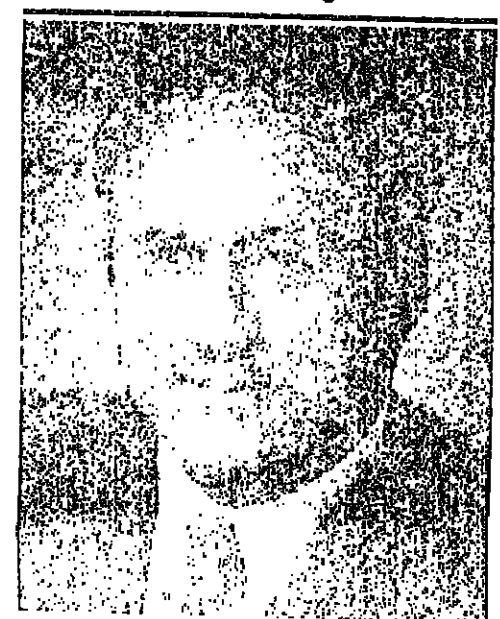
Susan Solomon, a National Oceanic & Atmospheric Administration chemist and leader of the US expedition, said the preliminary findings from studies expected to continue into November are consistent with the theory that chlorine from chlorofluorocarbons might be destroying the vital ozone molecules every Spring.

But she said the team has been unable to confirm the theory, in part because their experiments did not find chlorine in the amounts scientists believe is required to destroy ozone.

The scientists, reporting via satellite from the US base at McMurdo Station, Antarctica

to a National Science Foundation news conference in Washington, said ozone levels decreased about 40 percent during October.

Continued on Page 36



Raymond F. Dantelo, president and chief executive officer of Mallinckrodt Inc., who has been elected a senior vice-president of International Minerals & Chemical Corporation, now Mallinckrodt's parent company.

Methanol From Coal: Auto Bill Is Planned

Looking toward next year's congressional session, Sen. Jay Rockefeller (D-W. Va.), says he will reintroduce legislation aimed at encouraging US automobile manufacturers to develop cars capable of running on coal-based methanol.

Sen. Rockefeller, who was involved in negotiations to produce a compromise methanol-vehicle bill in the final days of the just completed session, says he is confident Congress will adopt his legislation next year.

"Promoting the use of methanol is not only in the best interests of West Virginia coal — it's a crucial element in this country's fight to end our dependence on imported oil," the Senator notes.

"We need an all-out push to perfect a transportation fuel that takes advantage of this country's plentiful supplies of coal. America's declining domestic supply of oil and our growing concerns about gasoline-polluted air

point in the direction of clean-burning methanol.

It's unfortunate that we weren't able to pass a methanol bill during this Congress, but we've laid the groundwork for quick action next year, Sen. Rockefeller says.

He says the bill contains the "powerful incentives" that US auto makers need to begin producing methanol-powered cars. The measure would allow auto makers some relief from a Federal fuel standards law if they begin producing cars capable of running on methanol — a provision he says is worth tens of millions of dollars to American car makers.

"Without any cost to the government, my bill seeks to break the so-called 'chicken and egg' problem that's plagued the development of methanol," says Sen. Rockefeller.

He notes that auto companies currently will not build cars capable of running on methanol because the fuel is not available at neighborhood service stations.

Conrail Stock Offering Welcomed by Industry

President Reagan signed legislation last week sending Conrail back to the private sector as a highly profitable freight line that could bring \$2 billion into the US Treasury through a huge public stock sale.

The Conrail sale legislation, which was backed by most chemical shippers, was part of a \$12 billion deficit reduction package passed by Congress shortly before adjournment.

Chemical Manufacturers Association opposed the Reagan Administration's original plan to merge Conrail with Norfolk Southern, another major Eastern freight carrier.

The chemical industry said such a merger would reduce competition in the South, East and upper Midwest to an unacceptable level, and urged Congress to preserve Conrail's independence through a public stock offering.

"Preserving Conrail's independence from another major Eastern railroad, such as through a public stock offering, at least would maintain the present degree of rail

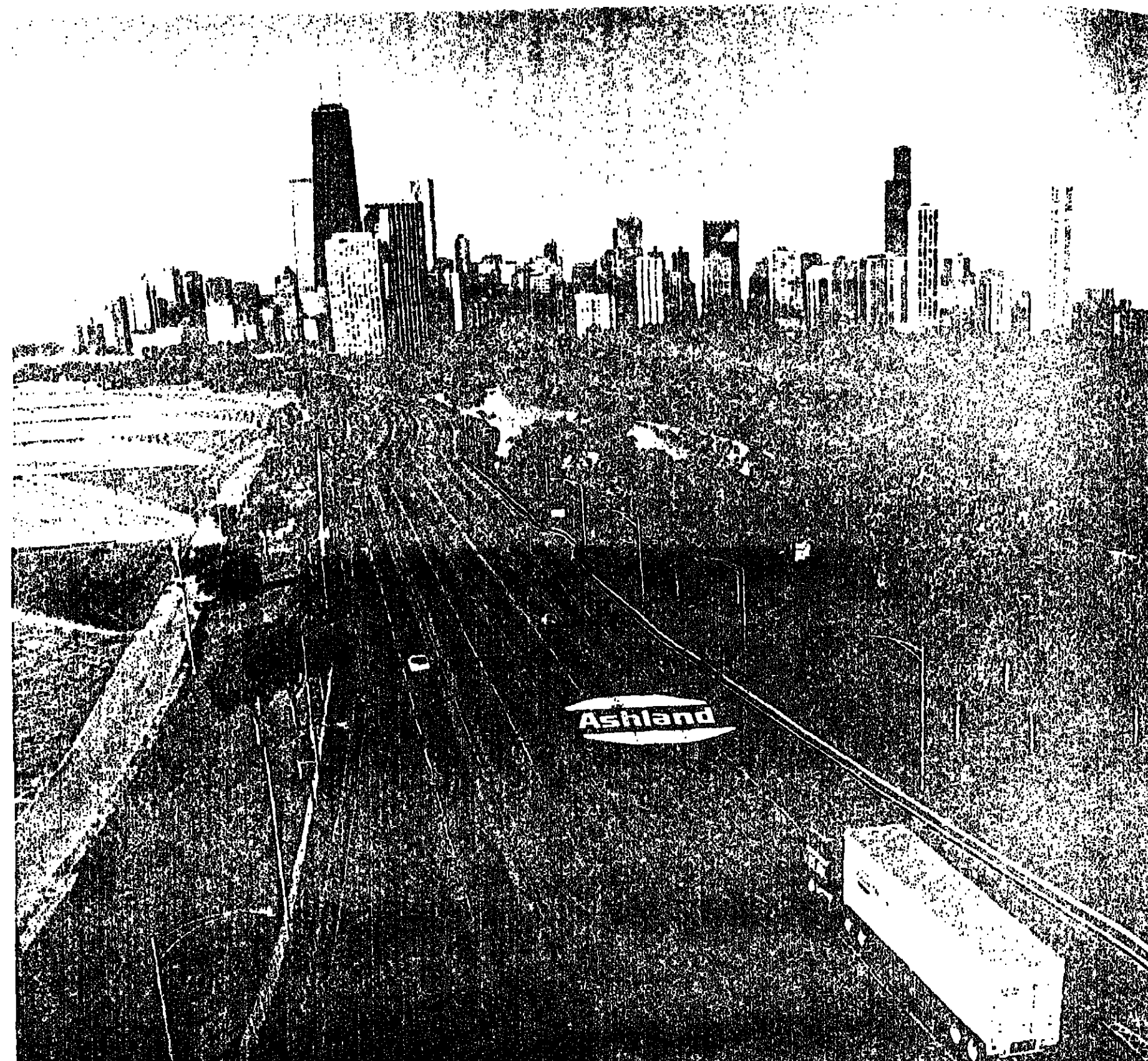
competition," CMA President Robert Roland said in a letter to Congress last December.

President Reagan expressed pleasure last week that the Federal government was at last getting out of the railroad business but voiced concern over congressional action that reduced tax benefits available to Conrail. He warned that may prevent the government from realizing the \$2 billion target price.

"The tax provisions relating to Conrail are burdensome and may interfere with obtaining the best price for the railroad," President Reagan said.

During final deliberations on the sale legislation, Congress reduced the book value of Conrail's depreciable assets, paring down the amount of deductions that could be claimed by the railroad in future years.

The action was taken to prevent Conrail from getting a tax windfall, but it was widely acknowledged the reduced tax benefits probably would make Conrail stock less attractive to investors.



Chicago. One of 68 major markets where Ashland supplies chemical customers with the best available.

From 68 locations Ashland supplies chemicals to just about every industry in North America. Thousands of organics, inorganics, acids, solvents, surfactants, specialties and blends, from most leading producers. Available locally, fast, in quantities you need. Backed by safety programs, technical service and a nation-

wide chemical waste service that's unique. We're the number one chemical distributor. We exist for you, and with 68 cities called home, we're probably neighbors.

Check the yellow pages, or write: Industrial Chemicals & Solvents Division, P.O. Box 2219, Columbus, Ohio 43216.

Ashland
Ashland Chemical Company
DIVISION OF ASHLAND OIL INC.

In the Chicago Area: call (312) 579-2880

News Capsule

Dexter Buys RPI

Dexter Corporation has completed the acquisition of Research Polymers International Corporation of Grand Prairie, Tex., for an undisclosed amount of cash. RPI produces thermoplastic polyolefin compounds, with annual sales expected to reach approximately \$35 million this year. RPI will continue to operate under current management as a division of Dexter's specialty materials group.

Sterling Sells Unit

Sterling Drug Inc. says it has reached agreement to sell substantially all the assets of its Hilton-Davis Chemical Company subsidiary to H.D. Acquisition Corporation, a newly-formed corporation owned by Philip E. Karnius, who has interests in plastics, chemicals and machinery.

Du Pont Plans Facility

Du Pont Tau Laboratories, a manufacturer of photomask products used to make integrated circuits, is building a new photomask manufacturing plant near Austin, Tex., to meet demand from the semiconductor industry in the Southwest. The 30,000-square-foot facility is expected to be in operation in mid-1987.

Air Products Sets Date

Air Products & Chemicals Inc. says it will begin production of high-density polyethylene "Airopak" barrier containers at a new facility in York, Pa., by January 1987. The company will market the containers to producers, packagers and distributors of paint-related solvents, pesticides, cleaning compounds, auto additives and other petroleum or hydrocarbon-based products in the Northeast.

Airco Builds Plant

Airco Industrial Gases is building a new \$4 million carbon dioxide plant in Baltimore, Md. The 180-ton-a-day plant is slated for startup in May 1987. Liquid product produced at the new site will be sold in the Northeastern US primarily for food freezing/chilling, beverage carbonation, and a variety of industrial applications.

IDC Opens Laboratory

International Dyestuffs Corporation has opened a new warehouse and customer service laboratory in Johnstown, N.Y., to service the company's dyestuffs and pigment markets in the Northeast. IDC supplies colorants to the textile, paper, leather, ink and plastics industries.

First Miss. Unit Expands

Quality Chemicals Inc., a wholly-owned subsidiary of First Mississippi Corporation, plans to double its current plant capacity by the end of next year. Quality Chemicals is a custom manufacturer of pharmaceuticals and fine organic chemicals.

Celanese Methanol Moves

Celanese Canada, Inc., and Alberta Gas Chemicals, Ltd., completed the first-ever shipment of methanol by pipeline last week from Alberta to Eastern Canada. The methanol was shipped through the Cochin Pipeline System, which is operated by Dome Petroleum, Ltd., through its affiliate Cochin Pipe Line, Ltd., on behalf of Dow Pipeline, Ltd., AG Pipelines (Canada), Ltd., Petro Canada, Inc., and Shell Canada Resources, Ltd.

Warner-Lambert Sues

Warner-Lambert Company, Morris Plains, N.J., has filed suit in US District Court for the Northern District of Illinois against My-K Laboratories, Inc., Skokie, Ill., charging unfair competition by allegedly imitating the trade appearance of Warner-Lambert's "Benylin" cough syrup. My-K Laboratories formerly operated under the name Bay Laboratories, Inc.



Robert J. Dircks, who has been elected executive vice-president of Warner-Lambert Company. He was previously senior vice-president and chief financial officer.

Norsk Hydro To Go Ahead On Magnesium

Norsk Hydro formally announced its decision last week to build a \$290 million (US funds) magnesium plant in Quebec, Canada. "I am pleased to announce that Norsk Hydro has made the final decision to build a magnesium plant in Canada," said Mr. Torvild Ankvang, president of the Norwegian company, the largest in Norway, at a press conference in Montreal.

The project had previously been recommended by the company's board of directors, and has now been finally approved by the Norsk Hydro corporate assembly.

The plant will be built in the Beaneau Waterfront Industrial Park on the St. Lawrence River. Construction is scheduled to begin in the spring of 1987, and will be completed in the first months of 1989. The plant will operate with Canadian management and staff.

The Beaneau plant will have an annual production capacity of 100,000 metric tons.

USX Studies Restructuring; Icahn Bid Expires

The \$31-per-share bid by Carl Icahn for USX Corporation (formerly United States Steel Corporation) expired last Thursday without any word from the New York financier and corporate raider about his further intentions.

Officials of USX had met with Mr. Icahn during the week. Neither party divulged anything about these conversations, but Mr. Icahn earlier had stated that if what he termed his friendly offer for the diversified steel, chemicals and petroleum company was not accepted, he would consider launching a tender offer to the company's stockholders.

Mr. Icahn left the door open for a friendly settlement by indicating that if USX were restructured in a way adequately beneficial to stockholders, he would drop his attempt to acquire the company.

Two weeks ago USX took its first big restructuring step by arranging the spin-off of its chemicals division by transferring its assets to a new company called Aristech Corporation, which eventually will be held entirely by the public. Aristech will initially purchase 32 percent of its shares from USX, but these will be retired.

DuPont, Allied-Signal Record Higher Income

Among the major chemical companies, the strongest earnings increases last week were reported by Allied-Signal, Inc., E.I. duPont de Nemours & Co., Celanese Corporation and American Cyanamid Company. Others reporting increases included Pennwalt Corporation, GAP Corporation and Witeco Corporation.

DuPont's third-quarter net income of \$343 million was 25 percent higher than a year ago and was achieved despite the adverse effect of lower petroleum prices on Conoco Incorporated. Most of Du Pont's chemical and specialty products businesses posted strong results, reflecting an improved cost structure and strength overseas, states Richard W. Heckert, chairman. After-tax operating income in chemicals and specialty products was up 85 percent from a year ago, Mr. Heckert noted.

Earnings of Celanese in the third period amounted to \$50 million, an increase of 17 percent from a year ago, as chemicals, fibers and specialties all made significant contributions, according to John D. Macomber, chairman and chief executive officer, who also cited ongoing strength in worldwide sales of engineering resins.

Allied-Signal registered record third-quarter earnings of \$164 million, an increase of 73 percent from \$95 million a year ago.

Edward L. Hennessy, Jr., chairman and CEO, said that income for the company's three operating segments more than doubled from \$70 million to \$153 million, primarily as a result of improved aerospace sales and higher earnings for the automotive aftermarket and fibers businesses.

American Cyanamid's earnings from continuing operations and net earnings in the third quarter were \$44.8 million, up 29 percent from \$34.8 million a year ago. George J. Sella, Jr., chairman and CEO, said that the medical business profited from strong sales growth of pharmaceuticals in the US and in international markets.

Worldwide sales of Cyanamid's agricultural products were about even in the third quarter compared with a year ago despite the company's withdrawal from the ammonium phosphate business on June 30, Mr. Sella notes. He cites a better performance of animal and pesticide products.

Most notable of all was the improvement in Pennwalt's results, as the company recorded earnings of \$13.9 million versus a loss of \$37.8 million in the 1985 period.

Excluding the negative effect in 1985 of restructuring charges, operating earnings

Continued on Page 26

Petro-Lewis Bailed Out

FPCO Incorporated, New Orleans, La., a company formed at the direction of Freeport-McMoRan, Inc., has signed a definitive agreement to participate in a plan of reorganization for Petro-Lewis, Inc. as part of Freeport-McMoRan's effort to acquire Petro-Lewis.

Petro-Lewis is a limited oil and gas partnership that has been facing bankruptcy because of the decline in oil prices. Freeport-McMoRan has a tender offer outstanding for Petro-Lewis, but the offer has fallen short of the majority sought because certain holders of Petro-Lewis bonds have declined to tender their securities. Participation in the Petro-Lewis reorganization is expected to offer inducements for these holdouts to tender their securities.

FPCO said that it has accepted for payment all units of beneficial interest in American Royalty Trust, a Petro-Lewis affiliate, tendered to date, and that it has extended through last Friday, October 24,

the offer for the trust units.

FPCO also has purchased the Petro-Lewis subsidiaries that manage American Royalty Trust and own the properties of the oil and gas interests held by the trust.

FPCO also announced that because the minimum tender condition in its offer for Petro-Lewis debt securities has not been satisfied, FPCO is not purchasing Petro-Lewis debt or equity securities at this time.

FPCO is urging bond holders to tender and said it hopes that enough bonds are tendered so that it will be economically attractive for FPCO to close on the acquisition, allowing Petro-Lewis "to avoid the costly ordeal of bankruptcy."

Accordingly, FPCO extended until 5:00 p.m. last Friday its cash tender offer for all outstanding debt and equity securities of Petro-Lewis, and also extended withdrawal rights with respect to the offers for the debt securities until that date.

NL Industries Turns Down Bid for Chemical Operation

NL Industries, Inc., New York-based producer of specialty chemicals and coatings materials and provider of petroleum equipment and services, last week rejected a proposed leveraged buyout of its chemicals operation for about \$920 million.

Instead, the company disclosed it was exploring a plan whereby its petroleum services and chemicals units would be spun off separately to holders of different classes of the company's stock.

NL said that the proposed buyout by an unidentified financial institution called for payment of \$13.25 a share in cash and \$2 a share in 11.5 percent preferred stock, an amount that would equal somewhat over \$915 million for the unit's 80 million Series C shares.

The plan NL is exploring would result in the separation of its petroleum services and its chemical operations by early 1987, several months earlier than it would have been accomplished through a previously announced proposal.

The proposed separation would result in present NL Industries common and Series A preferred stockholders owning NL's

petroleum service operations and the holders of NL's Series C preferred stock owning the chemical business.

It is intended, NL says, that after the separation, the shares of both companies would be publicly traded. Completion of the transaction would require, among other things, the processing of filings with Securities & Exchange Commission, approval of a majority of the directors of NL Industries not affiliated with Amalgamated Sugar Company, acting upon the advice of an independent investment banker selected by them, and the approval of NL Industries' common and preferred stockholders.

Dallas, Tex., investor Harold Simmons, who controls 5 of NL's 8 board seats, would also receive 5 of NL Chemicals' 9 seats after the spin-off. He is a principal in Amalgamated Sugar.

Mr. Simmons' 5 seats on the board voted against the proposed buyout by a large financial institution in a vote that was 6 to 2, with one director not participating.

In voting against the institution's proposal, Mr. Simmons said that he desired that "there be an opportunity for NL Chemicals to demonstrate its value as an independent company rather than selling the chemicals business at this time."

Who's making news in fatty alcohols and ethoxylates?

Why, Procter & Gamble? Take our state-of-the-art plant in Sacramento, Calif. Here alcohol-processing technology has taken a giant step forward, and production capacity has doubled.

As a result, we are able to supply ever-increasing quantities of even higher-quality ethoxylates, methyl esters and straight-chain fatty alcohols. What's more, Sacramento's advanced technology has led to the production here of high-purity, heavy-cut alcohols.

But Sacramento is only one focus of P&G's heightened fatty-chemicals activity. Near Boston, at our Quincy plant, a new multimillion-dollar, fractionated fatty-acid facility will begin producing a multiple-product line this year.

In fact, with multiple

facilities from coast to coast, border to border and beyond, our capacity to produce a full line of naturally derived chemicals may well be North America's largest.

The chemicals user who calls us first, seldom needs to make a second call.

More proof that P&G has the plants, the people and the commitment to be your long-term source of a full line of naturally derived chemicals, including glycerine, fatty acids, methyl esters and fatty alcohols.

Procter & Gamble Industrial Chemicals Division, Box 599, Cincinnati, OH 45201. In Ohio, call collect: (513) 983-5607. Elsewhere, call toll-free: 800-543-1580.

P&G Industrial Chemicals
Helping you boost product performance.



OILS, FATS & WAXES

Palm Oil Hits Eight-Month High; US Buyers Switching to Soy Oil

The price of palm oil is rising appreciably, hitting levels that have not been seen since last February. Palm pricing is joining coconut and soybean oil pricing in the strengthening that has been taking place throughout the world oils market for the past several weeks.

"The coconut oil market has been very strong, which nobody really expected," says a trader, who notes that palm is now following coconut oil's lead. That belief mirrors those of most of the traders in the market today.

Another surprise is lower-than-expected production of palm oil in Malaysia for the months of September and October. Estimates place production for each of those months at approximately 50,000 tons less than last year's figures for the same months.

Although there are no shortages, the glut situation that has dampened prices for much of the year is not now as severe as people thought it would be. Production levels for the rest of the year are also expected to be below those of last year.

Demand for palm oil in the US is falling noticeably because of these high prices, sources say. Both spot and forward markets here are described as quiet, with many consumers turning their attention to US soybean oil.

US TRADING PALM FOR SOY

Sources believe that many US oil consumers are trading their palm for soy oil. Consumers are said to be selling their forward positions on palm oil, bought at the very low prices of several months ago, and taking their profit in today's strong market. Subsequently they are satisfying their oil needs with soybean oil, sources say.

The relative apathy of the US market to palm oil has not been found throughout the world market. India bought heavily in the last two weeks, helping to keep the strong market buoyant. Many traders consider it a healthy sign for the market that India chose to buy in the midst of firm pricing and upward movement. This indicates that palm is not just experiencing a brief rally which world consumers are expecting to end soon, sources say.

Malaysia is apparently "comfortable going with the market flow" to higher prices, says a trader. He points out that, while the Malaysians cannot be pleased with a slowdown in US buying, they have developed other markets to the point that they need not cater to the needs of the US market. Some of

these other markets include India, Pakistan and the USSR, the trader says.

Adding to the Malaysians' comfort with raising its pricing is the easing of the glut situation. Lower production for this month and last month is attributed to several factors, most notably the reduction of efforts by farmers to produce a bumper crop of a very

PRICES TRENDLINES

WEEK ENDING OCT. 24, 1988

CHANGES/UP

Coconut oil, NY, 24 per lb.
Cottonseed oil, 41% bulk, Memphis, \$5 per ton
Cottonseed oil, Valley, 1% per lb.
Grease, white, choice, tanks, divd., NY, 1/2c. per lb.
Palm oil, NY, 1 1/2c. per lb.
Peanut oil, Southeast (restricted), 2c. per lb.
Soybean, 44% bulk, Decatur, \$5 per ton
Tallow, inedible, fancy guar., tanks, divd., NY, 1/2c. per lb.
Tallow, inedible, fancy bleach, tanks, divd., NY, 1/2c. per lb.

CHANGES/DOWN

Corn oil, Midwest, 1/2c. per lb.
Lard, loose, bulk tanks, Chicago divd., 1/2c. per lb.

OILS, FATS INDEX

The Oils, Fats & Waxes Index reflects the prices of 11 representative materials in this sector and the quantity of each produced in 1985.

Oct. 24, 1988 80.49
Oct. 17, 1988 78.46
Sept. 26, 1988 81.59
Oct. 25, 1985 83.05

Chemical Prices Start on Page 40

low priced product. Their investment in fertilizer, for instance is widely thought to be less this year than last. Other factors include tree stress, or "tired trees," resulting from heavy yields last year, and lower than usual rainfall in Malaysia during this year.

VEGETABLE OILS

LINSEED OIL — The linseed oil market has been resisting the downward pressure normally associated with the harvest. This is explained mainly as the result of uneven harvesting activity, delayed and interrupted by rain throughout the month of September.

"Typically, we've had a major part of the harvest done by now," says an industry source, "but this year the harvest has been strung out from the end of August until now." The result, he says, is that refiners have been fed a slow, constant supply of oil, preventing the softening effect on the market of a sudden flood of material.

PALM KERNEL OIL — The price of this oil has gone up substantially, to currently quoted levels of 18 1/2c. to 19 1/2c. per pound in bulk quantities, c.i.f. basis, at US ports. US and European dealers are trading the material, but US consumer interest is "almost dead," says a trader. "The market is overpriced," says another, who expects it to come down from these levels.

SOYBEAN OIL — The price of soybean oil remains strong, despite a relative lack of consumer interest in the US, sources say. The price is maintaining its firm standing largely because of the support felt in the markets for all of the major oils.

Soybeans are enjoying good export demand at the Gulf, according to an industry source, who says that domestic bean demand is also high, fueled by a good crush rate. The combination of bean demand and a firm world oil market is expected to keep soy oil pricing at its current level for the foreseeable future.

TUNG OIL — The price of this oil is quoted

Continued on Page 18

We specialize in chlorinated olefins and paraffins...

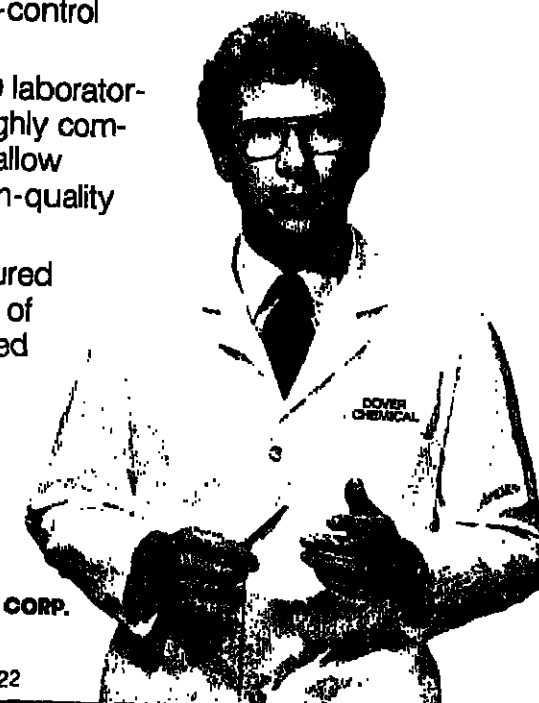
for low-cost flame retardant needs

Dover offers one-source supply for chlorinated additives — paraffins, olefins and fatty acids. Consistent, high-quality products are assured by rigid standards and a modern quality-control laboratory.

Sophisticated R & D laboratories supported by a highly competent technical staff allow Dover to produce high-quality products.

Fast delivery is assured by our own large fleet of trucks or factory-loaded rail cars. For details and the name of your nearest distributor, call (216) 343-7711 or write:

DOVER CHEMICAL CORP.
DEPT. DV-42
P.O. BOX 40
DOVER, OHIO 44622



INVESTIGATE TOMAH'S TALLOW AMINES

- TALLOW AMINE • TALLOW DIAMINE
- TALLOW TRIAMINE • TALLOW TETRAMINE

We are the only East Coast supplier of Aliphatic Amines! For complete details and samples call or write.

EXXON CHEMICALS
EXXON CHEMICAL COMPANY
Performance Products Group

TOMAH PRODUCTS
1012 W. Drive (P.O. Box 388), Milwaukee, Wisconsin 53268
Tel. 608/688-6811 TWX no. 810-280-1410



Are you still holding up the U.S. mail?

You are if you don't use Zip Code!

advertising contributed by the public good

MENHADEN FISH OIL

Blown Kettle Bodied and Blown (To Match "CRYSTOLS")

Herring Oil

Blown Bodied and Blown (To Match "SELECTOLS")

Werner G. Smith, Inc.
1730 Train Avenue
Cleveland, Ohio 44113
216-861-3676

FRIDAY SPOT PRICES

MARKET CLOSE OCT. 24, 1988

CRUDE VEGETABLE OILS

Coconut oil, NY 21
Coconut oil, Pacific NA
Corn oil, Midwest 18 1/2
Cottonseed oil, Valley 18
Linseed oil, Minneapolis 25
Palm oil, NY 18
Peanut oil, Southeast (restricted) 20
Soybean oil, Decatur 14 1/2

REFD. VEGETABLE OILS

Coconut oil, NY, NY 26
Corn, jumbo tanks 26
Cottonseed oil, jumbo tanks, NY 25 1/2
Peanut oil, jumbo tanks, NY 27 1/2
Soybean oil, NY 19 1/2

OILMEALS

Cottonseed, 14% bulk, Memphis 140
Linseed, extracted, 34% bulk, Fargo 105
Peanut, 60% bulk, AL, Alabama 185
Soybean, unrefined, 44% bulk, Decatur 101

FATS & GREASES

Grease, white, choice, tanks, divd., NY 10 1/2
Grease, yellow maximum 10%, tanks, divd., NY 9
Lard, loose, bulk tanks, divd., Chicago 17
Tallow, inedible, fancy, tanks, divd., NY 12 1/2
Tallow, inedible, bleach, tanks, divd., NY 12

YOU GET A LOT OF KODAK WITH EVERY KILO.

YOU GET CATALOG CONVENIENCE WITH MORE THAN 3,800 BULK CHEMICALS.

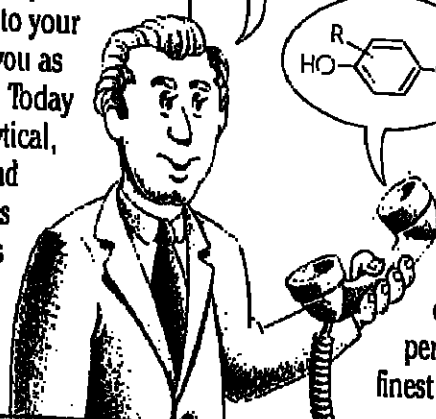
If you see a product in the catalog, it means we have larger bulk quantities in stock for prompt delivery.* Our chemicals are in the Kodak tradition of fine, dependable quality. You have our word right on the Certificate of Analysis.



YOU GET EXCLUSIVE EXPERIENCE WITH OVER 100 YEARS IN FINE CHEMICALS.

You can start with us and stay with us because we're committed to your business. And we grow with you as you scale up to tank car fulls. Today we offer you specialized analytical, environmental, toxicological and regulatory support capabilities to meet all your requirements and serve you better.

*Bulk rates lower than catalog prices.



YOU GET CUSTOM COMPOUNDS WITH A BACK-UP BANK OF OVER 300,000.

Our commitment to research and development has produced a bank of over 300,000 compounds we can draw on to meet your extra special needs for custom synthesis. We invite you to explore that experience—with complete confidentiality when you want it. Call us and find out if we already have what you're looking for.



YOU GET DYNAMIC DIALOG WITH A TEAM TO MAKE IT YOUR WAY.

When you call to discuss custom synthesis, we put you in touch with chemists and other professionals who speak your language. They provide consultation and fast, personal attention to your finest details. What's more,

we've filled out our field and technical service with extra attention to making it your way. Whatever you need, call Kodak for that something extra in fine chemicals. We want to do business with you.

YOU GET A FREE KILO BUYER'S CATALOG.

Call 1-800-225-5352 (in New York State, 1-716-458-4014) for your free Kilo Buyer's Catalog, complete with ordering information, bulk quotation request card, and a fine chemicals listing by molecular formula and functional group.

Call 716-458-7951 for information on our competitive quoting and sampling procedures. Or call to have a Kodak representative visit and discuss fine chemicals with you. Eastman Kodak Company, Laboratory and Research Products Division, 343 State Street, Rochester, N.Y. 14650.



LABORATORY AND
RESEARCH PRODUCTS DIVISION
EASTMAN KODAK COMPANY
ROCHESTER, NY 14650

OILS, FATS & WAXES

Continued from Page 11
between 31c. and 33c. per pound in tanks, imported into New York. The market has been fairly quiet, sources say, with ample supplies helping to keep the price down.

"We were told that once the price came down and stayed down for a while, tung would recover its market. We're still waiting for people to come back to it, but the signs aren't there right now," a source says. Buying is said to be largely hard to mouth, with consumers taking "only what they absolutely need," according to an industry source.

FATS & GREASES

TALLOW — This market has been strengthening lately, marked by a resurgence of domestic consumer demand. A number of US exporters have been in the market to cover sales made one to two months ago, sources say.

Apparently, the current ease in production caught some exporters off guard, who had made earlier sales based on higher production expectations. Consequently, they have had to buy fairly heavily to meet those commitments, according to an industry source. Strong domestic buying at the levels brought up by the exporters is the source of the current market strength, sources say.

WAXES

CARNAUBA — The price of number one yellow Parnahyba is quoted between \$1.95 and \$2.05 per pound, and yellow number one Ceara is quoted between \$1.75 and \$1.90 per pound, both in bags, in ton lots.

Refined North Country number two wax is quoted between \$1.55 and \$1.65, and North Country number three, centrifuged, is quoted at \$1.10 per pound, both in bags, in ton lots.

The market has been very stable, sources say, with buying taking place at normal or slightly below normal volume. Readily available supplies of carnauba are expected to keep the pricing from rising above current levels for at least the next several weeks.

MISCELLANEOUS

METHYL ESTERS — Henkel Corporation has announced that it is raising the price of its 12-18 grade methyl esters. The price

will be increased from 25c. to 33c. per pound in tanktruck quantities, effective November 1.

Thermoplastic Line Introduced by BASF

BASF Corporation has formed a thermoplastic polyurethane elastomer business specializing in the market development and sales of the company's TPU "Elastollan" for the injection molding, blow molding, and extrusion industries in the US.

According to Manfred Buller, the company's group vice-president for polymers, the formation of this new business unit "reflects BASF's continuing commitment to US markets." BASF has sold "Elastollan" in European and other markets for more than 20 years, he adds.

"BASF" is offering its "Elastollan" products in the US as a consequence of steadily growing demand for TPU in blow molding, injection molding, and extrusion markets worldwide," Mr. Buller says.

Call Orlex at 201-797-6600

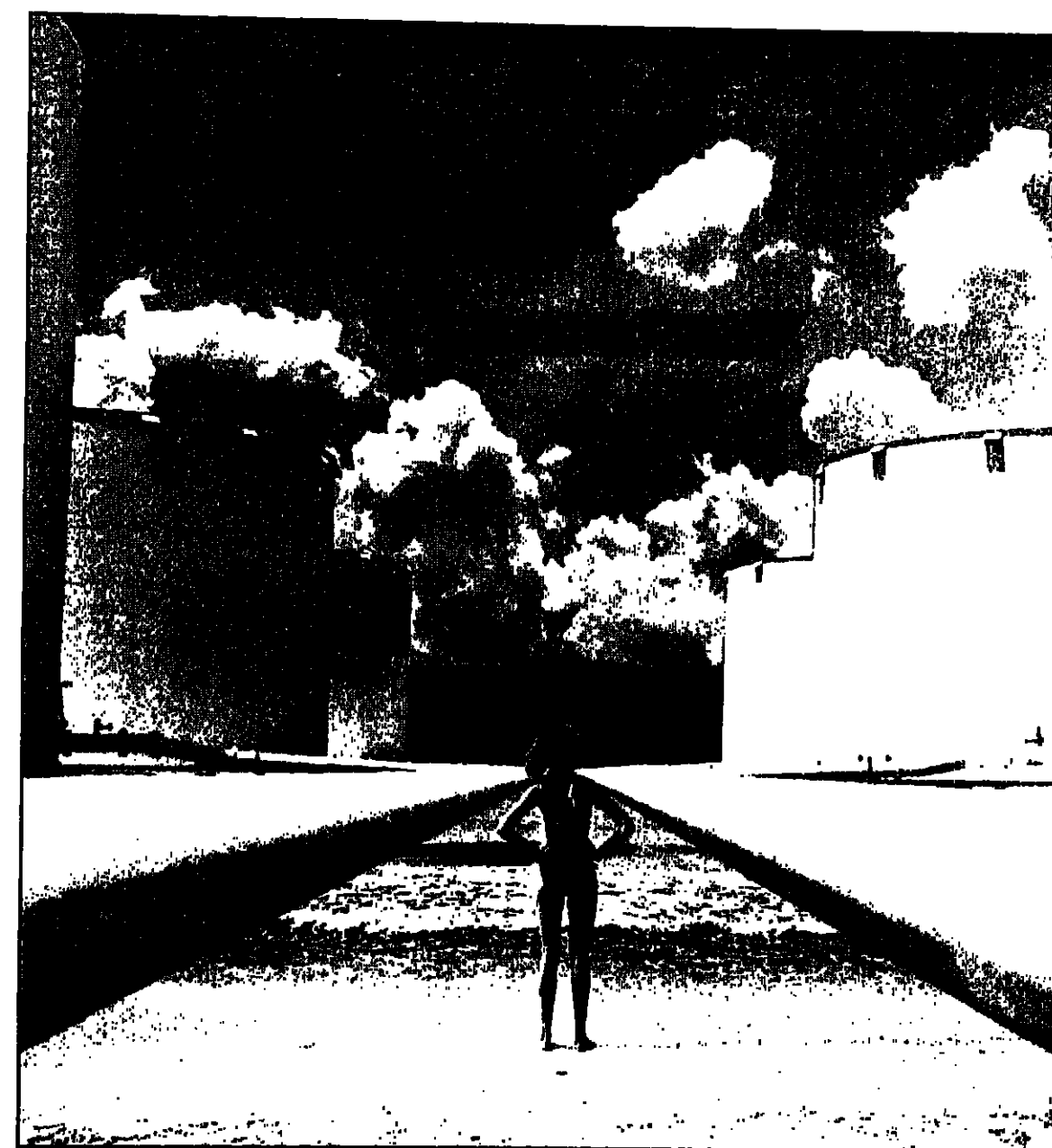
for quality intermediate chemicals for pigment, dye, metal finishing, agricultural, synthetic organic, pharmaceutical and photographic products.

From our regular inventory:

- H Acid
- J Acid Urea
- Quinizarine
- O-Tolidine DIHCl
- Sodium Meta Nitrobenzene Sulfonate
- Complete Line of Inorganic Fluorides
- Sulfanilic Acid
- Phenyl Methyl Pyrazolone
- Gamma Acid
- Metanilic Acid

Orlex Chemicals Corporation

Subsidiary of Crompton & Knowles
17-01 Nevins Road, Fair Lawn, New Jersey 07410
Telex 130 426 ORLEX FALN



We Have Always Believed In Tomorrow.

We believe that forward thinking companies today have a strong sense of doing things right. First time, every time. It's the sort of attitude that filters through IMTT from top to bottom. From the Chairman of the Board to

the assistant's assistant we share this belief because we understand the security of our tomorrow depends on how well we do today's job for you. When you're considering a liquid bulk storage facility please call us.



INTERNATIONAL—MATEX TANK TERMINALS

Executive Office: 9th Floor, 321 St. Charles Avenue, New Orleans, Louisiana 70130 (U.S.A.) Phone: (504) 586-8300, Cable: IMTT, LTD., Telex: 95-4191
Baltimore Terminal: Foot of East 22nd Street, P.O. Box 67, Baltimore, New Jersey 07003 (U.S.A.) Phone: (201) 437-2200 TWX: 710-729-4465

Custom Manufacturing

Fermentation
and Organic
Synthesis with
an important
extra:

Quality

Let Upjohn use its years of experience performing a wide range of sophisticated chemistry to produce your new product. Upjohn's pharmaceutical environment and analytical support systems translate into pure, trouble-free end product for you. Call today for confidential evaluation of your project.



The Upjohn Company
Fine Chemical Marketing
Kalamazoo, MI 49001
616/323-5844

Jep 11 11 16

From
Rhône-Poulenc:

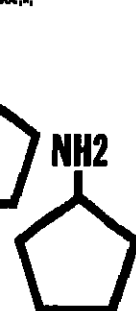
Cyclopentanone Cyclopentylamine

World Largest Supplier

Rhône-Poulenc Inc. Organic Chemicals Division
Monmouth Junction, New Jersey 08852, U.S.A.
Tel.: (201) 297.0100

Rhône-Poulenc Division Spécialités chimiques
Cedex 29-92097 Paris-La Défense, France
Tel.: (1) 47.68.12.34

ORGANIC INTERMEDIATES FROM RHÔNE-POULENC.



CONCEPT GROUP
SC 10 10.2

Rütgers

Ruetgers-Nease Chemical Co., Inc.
PRESENTS:

POWDERED HYDROTROPES

Hydrotropes increase or enhance the aqueous solubility of just about any organic material. As a result, more and more companies are finding they can reduce or eliminate the use of organic solvents by utilizing hydrotropes. Try one of our versatile, economical powdered Naxonates™ in your process!

- Naxonate G (Sodium Xylene Sulfonate)
- Naxonate ST (Sodium Toluene Sulfonate)
- Naxonate KT (Potassium Toluene Sulfonate)
- Naxonate SC (Sodium Cumene Sulfonate)

CALL OR WRITE FOR
A SAMPLE AND A SPEC SHEET
Ruetgers-Nease

201 Struble Road
State College, Pennsylvania 16801
(814) 238-2424
TWX #5106703533

YOUR RELIABLE SOURCE FOR ORGANIC CHEMICALS

AROMATIC ORGANICS

Phthalic Advance Holds Firm On Reports of 'Snug' Market

Phthalic anhydride producers say that the October 1 industry-wide price increase has been successful. Higher feedstock costs, supply disruptions, and strong export demand are said to have provided support for the move.

"The price is holding firm" at the 1 cent per pound higher level, says one producer, and another comments that "this is the most successful increase in some time."

"Phthalic anhydride has passed the tight state," asserts the latter source, as only two of the six production facilities in the country have not experienced some production curtailment over the past several weeks.

"The market is very snug," agrees another producer. "We've been totally sold out, and I believe (one or two other producers) are in the same boat." Among the producers, it is reported that Exxon Chemical Americas and Sterling Chemicals have curtailed production this month due to catalyst changes, and that Koppers company experienced five days of downtime last month due to a mechanical problem.

Most seriously, Stepan Company has only recently resumed normal production at its 170-million-pound-per-year Millsdale, Ill. site. Production was hampered for over two months by a blower problem that necessitated equipment replacement. "We were barely running" until the problem was solved, says a company spokesman.

SUPPLIES ALLOCATED

It is said that Exxon is limiting the amount of material its customers can buy because of the low supply availability. One producer says that Exxon was prompted by the market's tightness to obtain a 1-cent-per-pound increase October 1 (on top of the industry-wide move) in the company's contract price spread over feedstock orthoxylene costs.

It is believed that Exxon, for the most part, is the only phthalic anhydride producer with contract pricing tied to a definite spread over orthoxylene. Exxon's move this month is said to be related to last quarter's industry-wide price move in which, at a time when orthoxylene prices were stable, Exxon did not participate.

This month's industry-wide 1-cent-per-pound increase has not met with the controversy of the third quarter move in part because feedstock costs have risen in recent months. Producers say that, essentially, they have passed through higher orthoxylene costs.

Orthoxylene pricing, over the course of the third quarter, firmed from a 12 1/2-cent to 13-cent-per-pound level to a range between 13 1/2 cents and 13 3/4 cents per pound.

Phthalic anhydride producers say that

higher orthoxylene costs have been supported by overseas production disruptions. "The Soviet Union was exporting large amounts (of orthoxylene) to the US, but their plant went down," says a source. In addition, it is reported that a production problem in Mexico has compelled that country to import material.

Nonetheless, producers stress that they do not view movement in phthalic pricing as necessarily reflecting the feedstock picture. Supply-demand considerations are

PRICES TRENDLINES

WEEK ENDING OCT. 24, 1986

CHANGES/UP

None

CHANGES/DOWN

None

AROMATICS INDEX

The Aromatic Organics Index reflects the prices of 14 representative materials in this sector and the quantity of each produced in 1985.

| | |
|----------------|--------|
| Oct. 24, 1986 | 167.84 |
| Oct. 17, 1986 | 167.84 |
| Sept. 26, 1986 | 167.84 |
| Oct. 25, 1985 | 167.84 |

Chemical Prices Start on Page 40

paramount in pricing matters, says one producer, and others say they like to believe that orthoxylene-tied contract formulas are in their way out. "Phthalic ought to have some intrinsic value in the marketplace," one producer says.

Producers report steady business domestically, and a sharp increase recently in export activity. According to Bureau of Census 5.164 million pounds of material were exported during the month of August, up sharply from previous months. For the first seven months of the year through July, the entire amount exported was only 3.680 million pounds.

Producers report heavy exports from the West Coast to Far East destinations such as Taiwan and Mainland China. Producers say that low freight rates and the weakening of the US dollar have enabled suppliers here to meet demand from a Far East that is "battering for phthalic."

One producer says that freight rates as low as 3 cents per pound for material moving from Chicago to Taiwan have been available for several months because of the "tremendous glut of empty containers" in the West.

AROMATIC ORGANIC IMPORTS: AUGUST

CENSUS BUREAU REPORTS ON THE TOP 24 AROMATICS.

| | AUGUST | JULY |
|---------------------------|-----------------------|----------------------|
| | QUANTITY \$ VALUE | QUANTITY \$ VALUE |
| Allylphenols | 213,893 720,125 | 281,022 761,661 |
| Aniline | 2,198,778 718,480 | 2,033,228 711,644 |
| Benzene | 14,423,398 9,818,585 | 17,165,163 187,163 |
| Benzol acid | 173,842 59,161 | 294,802 1,444,365 |
| Coaltar | 13,798,023 1,088,760 | 28,340,182 2,441,221 |
| Cresol oil | 1,258,905 988,630 | 58,472 380,250 |
| Cresols, o-, m-, p- | 385,720 328,635 | 810,807 648,173 |
| Cumene | 18,208,433 1,759,305 | 51,879,371 4,760 |
| Cyclohexane | 4,674 8,740 | — 44,528 |
| Cyclohexanone | — 108,188 | 411,168 178,250 |
| Fumaric acid | 275,572 248,468 | 1,255,040 383,507 |
| Maleic anhydride | 599,567 558,701 | 498,968 507,794 |
| Maleimide | 1,482,567 558,701 | 532,773 210,101 |
| Naphthal AS & derivatives | 788,321 82,214 | 259,584 2,631,242 |
| Phenol | 809 62,607 | 210,101 2,631,242 |
| Phthalic anhydride | 928,126 188,682 | 1,063,446 8,408,288 |
| Picoline | 63,074 62,607 | 259,584 2,631,242 |
| Styrene monomer | 24,307,928 3,373,309 | 21,908,478 4,408,288 |
| Toluene | 20,477,432 14,324,924 | 18,234,070 487,581 |
| Vanillin | 1,082,943 1,990,080 | 438,104 5,240,121 |
| Xylene | 8,830,836 4,394,113 | 2,417,349 2,665,955 |
| o-Xylene | 1,512,982 1,841,055 | 2,417,349 2,665,955 |
| p-Xylene | 2,288,038 3,088,947 | 8,888,081 11,020 |
| Xylenols | 2,000 4,883 | — 34,355 |

*Includes pitch of coaltar, blast furnace, tar oil, etc.

AROMATICS

ern US as a consequence of heavy US imports of Far Eastern goods.

The weakening of the US dollar in relation to Far Eastern currencies has been a more recent phenomenon that has provided the impetus for the US export surge, producers say.

They expect export levels to continue to run very high for the balance of the year, and believe the total for the year could well double last year's 13.0 million pounds.

BTX — Spot benzene pricing held fairly steady last week between 83c. and 84c. per gallon. Sources expressed uncertainty over the likely path pricing will take in the coming weeks.

There appear to be several factors supporting firm pricing, including Organization of Petroleum Exporting Countries (OPEC) agreement to extend production controls, healthy demand for styrene, and high benzene running rates that have resulted in the postponement of turnarounds.

However, as one source says, the direction of the market often runs counter to conventional wisdom.

There was only one bearish factor the last day or two, high crude oil inventories, said a trader early last week, but this appeared able to offset a number of bullish factors.

Another trader points out that many benzene buyers loaded up prior to the industry-wide move to 85c. per gallon in mid-September, and then held off buying for quite a while.

"People felt that, with the uncertainty of OPEC, time was on the side of the buyer," he says. This prognosis has not held up, and pricing has held steady.

Spot toluene is quoted at 87c. per gallon, a price equal to the previous week's level. A source observes that octane demand in the US has been fairly healthy, but that there has been a lull in European demand. Spot xylene is quoted between 76c. and 77c. per gallon.

PHENOL — The 2c.-per-pound October 1 price initiative did not succeed, and temporary allowances were instituted.

However, "operating rates are very high, and raw material pricing has been firm," says a producer, in justifying the need for a price increase.

STYRENE — The extent of the industry's price increase for November 1 is unsettled at this time. Chevron Corporation and Cosden Chemical announced price increases the previous week to 27c. per pound. It is believed that one other producer also raised its price around the same time.

Last week, Borg-Warner Corporation reconfirmed that its price is 27c. per pound less a 3c. per pound temporary voluntary allowance (TVA).

The company says that it aims to "establish a minimum selling price of 24c. per pound."

Dow Chemical USA confirmed to its customers that the company's list price is 28c. per pound.

Huntsman Chemical Corporation says it has not changed its list price from the level of 25c. per pound less a 3c. per pound TVA. Sterling Chemicals reconfirmed to its customers a list price of 28c. per pound. These prices all became effective October 1.

Reilly Free-Flowing Niacinamide.

Use it like water.



Reilly smooths your way to profits with a top quality niacinamide that blends easy as liquid. Won't pack. Won't clump. Won't ever slow up a process.

Reilly free-flowing niacinamide. Pour it on.

For samples, write or call Reilly Tar and Chemical Corporation, 1510 Market Square Center, 151 North Delaware Street, Indianapolis, Indiana 46204. (317) 248-6111. Telex: 27-101.

Reilly, *and niacinamide*
The pyridine source.

Jim Walter resources, inc.

Aromatic Sulfonic Acids

Benzene Sulfonic Acid, 90%/Toluene Sulfonic Acid, 94%/Xylene Sulfonic Acid, 94%

Phenol Sulfonic Acid, 65%/Toluene Sulfonic Acid, High Para/Chlorobenzene Sulfonic Acid

Custom Water and Methanol Blends Available

Jim Walter Resources also produces aromatic sulfonyl chlorides, and a complete line of rigid urethane foam chemicals including FOAMSTAB™ surfactants, FOAMOL™ polyester polyols and FOAMCAT™ potassium octoate catalyst.

And ask about Jim Walter Resources' PMF® Fiber filler/reinforcer for thermoplastics and thermosets.

Jim Walter Resources, Inc. Coke, Iron & Chemicals Division
P.O. Box 5327 · Birmingham, Alabama 35207 · Telephone: 205 841-5940

October 27, 1986

CHEMICAL MARKETING REPORTER

15

CHLOROBENZENES

1, 2, 3, Trichlorobenzene

MONOCHLOROBENZENE • ORTHODICHLOROBENZENE

1,2,4 TRICHLOROBENZENE
(HIGH PURITY AND TECHNICAL GRADES)

(PURE AND ELECTRICAL GRADES)

TETRACHLOROBENZENES

MURIATIC ACID 20° & 22° Be

PARADICHLOROBENZENE

Standard Chlorine Chemical Co., Inc.

1035 Belleville Turnpike, Kearny, N.J. 07032 • Tele. (201) 997-1700 Telex 138345

Toxic Chemicals Problem Continued from Page 5

ers at the cities of Akron and Cleveland are largely responsible for the discharge of toxic materials that degrade water quality and limit biota in the Cuyahoga River system.

• The regulatory programs that are intended to control the discharge of toxic pollutants to the river system, including the National Pollutant Discharge Elimination System (NPDES), are generally ineffective in the system and are poorly enforced.

• NPDES permits of many point source dischargers have been expired for several years; discharge limits for toxic materials in effective permits are practically nonexistent; and, where toxic discharge limits do exist, they are frequently violated.

Based on their study, NWF and OWF recommend that the Ohio EPA aggressively implement and enforce the Clean Water Act in Ohio. Specific recommendations include:

• Immediate reissuance of all expired NPDES permits to industrial and municipal dischargers.

• Issuance of NPDES permits that regu-

late the discharge of all toxic pollutants (including concentration and load limitations).

• Scheduling of permit reissuance based on discrete stream, river, or watershed segments so that all permits for discharges into a given segment expire at the same time.

• Requiring industries and publicly owned treatment works with the potential for discharging toxic materials to perform wide-effluent toxicity testing following methods developed by EPA.

• Implementation of an enforcement program to ensure that expired permits are revised, that the discharge limits in new permits are strictly followed, and that all toxicity in discharges is regulated.

The study concludes that control and elimination of the discharge of toxic materials from point sources in the Cuyahoga River basin, as well as assessment and ultimate elimination of the discharge of toxic materials from nonpoint sources, will result in improved water quality in the Cuyahoga River system.

At our Pampa, Texas plant, product quality is more than the concern of a single department. It's a deep seated commitment to "do it right the first time." That same commitment is echoed throughout the Celanese Chemical Company.

Our loading and lab people recently initiated the idea of a quality feedback survey. A postage paid reply card with the picture of the analyst or loader is attached to each shipment and to each certificate of analysis. This is done to demonstrate the personal responsibility for quality.

Thus far, the results have been gratifying, with a

very high response rate. All seem to be pleased that Celanese has provided this opportunity for customer feedback.

The feedback process creates two-way communications, which in turn leads to greater customer satisfaction. That's Celanese quality, inside and out. When quality matters, consider Celanese first. With us, it's a matter of personal pride.

Celanese Chemical Company, Inc.
1250 West Mockingbird Lane, Dallas, Texas 75247.
1-800-CELANESE

When it comes to
CUSTOMER FEEDBACK,
we ask for it.



Synthetic Fatty Acids • Polyols • Formaldehyde • Acrylic Acid Esters • Alcohols



Ethylene Oxide Glycol • Methanol • Acetic Acid Esters • Alkylphenols • Solvents

CELANESE PRIDE SERVES YOU RIGHT

ORGANIC INTERMEDIATES FROM SWITZERLAND

for

- pharmaceuticals
- agrochemicals
- dyestuffs
- flavors
- fragrances
- photochemicals

NEW

4-Chloro-3-nitrobenzaldehyde

2,6-Dimethylpiperidine, cis

4-Phenylcyclohexanone

Isosorbide dinitrate (ISDN) mixtures with isosorbate, etc. USP XXI

2,4-Xylidine and all other isomers

4-Ethylaniline and 4-Ethylaniline

1,4-Dimethylpiperazine

SSF DOTTIKON

Swiss Explosives Works Ltd.
CH-5600 Dottikon, Switzerland
Phone 052 726 11 56
Telex 32 256 100 000
A member of the Degg Group

You Can't Listen To The Music Of Angels On A Dirty Stereo.

Mozart was a perfectionist. His music may have been called the "Music of Angels," but it was written through down-to-earth hard work.

At Colonial Terminals, we're perfectionists when it comes to the products we handle. Chlorinated solvents, for example (which are used as de-greasing agents in the manufacture of fine audio and electronic equipment), have to be kept fantastically pure, with moisture levels measured in the parts-per-million.

Our laboratory technicians use advanced technology to check products upon arrival and while in storage. When an outbound transfer takes place,

they inspect the carrier and check product quality before and after loading.

Every product, in fact, goes through an exhaustive 20-point checklist to insure purity at each step of the handling process.

A sample is kept until your customer has received the shipment and is satisfied with it.

Each customer's product has a dedicated line to further insure purity. With a storage capacity in excess of 2-million barrels, that sometimes means a little extra work.

But it's the way we've been doing business for over 65 years. After all, you can't reproduce the music of angels by

turning a deaf ear to quality.

We make it a point to listen to what you have to say, because it's important to us that the products we handle—both liquid and dry bulk—arrive quickly, cleanly, and to your specification.

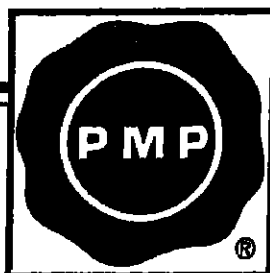
Call or write for our free brochure: (912) 236-1331; TWX 810-784-5670; Telex 80-4729.

P.O. Box 576, Savannah, GA 31402.



Liquid and dry bulk storage specialists.

C O L O N I A L T E R M I N A L S
S A V A N N A H, G E O R G I A



World Leading Producer

- **PMP Sodium Gluconate F.C.C.**
99.5% purity; free-flowing crystals.
Meets F.C.C. specifications.
- **PMP Liquid Gluconate 60**
Stabilized, noncrystallizing.
- **PMP 50% Gluconic Acid**
- **PMP Glucono Delta Lactone F.C.C.**



A U.S. Company of Fujisawa Group

PMP FERMENTATION PRODUCTS, INC.
7670 N. Port Washington Road • Milwaukee, Wisconsin 53217
(414) 352-3001 • To order, call (800) 558-1031 • Telex: 240446

Surfactants. Wherever you need them.

We can deliver the surfactants you need, quickly and economically, from our strategically located manufacturing facilities in:

- Blue Island, Illinois
- Houston, Texas
- Perth Amboy, New Jersey.

For more than 40 years, we've maintained the highest standards of manufacturing. Our Surfactant Technical Centers have traditionally been in the forefront of surfactant technology. They are supported by fully equipped corporate research and development and technical-service laboratories, strategically located to serve our customers.

Organics Division.

For more information on our extensive line of surfactants, contact: Organics Division, Witco Corporation, 520 Madison Ave., Dept. I-7, New York, NY 10022-4236. Or contact one of the regional sales offices listed below.

Witco

Northeast: 201-826-7777 • Southeast & Ohio: 704-527-6783
Midwest: 312-450-7474 • Southwest: 713-433-7281 • West Coast: 213-277-4511

ALIPHATIC ORGANICS

Acrylonitrile: Fiber

Continued from Page 5

Bureau, the statistical arm of the Man-Made Fiber Producers Association.

But while the US acrylic fiber industry is booming at home, the overseas market is plagued by oversupply and price erosions. These conditions have played an important factor in poor export prices for US acrylonitrile. Acrylonitrile export prices have also been seriously damaged by oversupply in the acrylo market, and by tumbling raw material propylene prices.

Ironically, the strong US market for acrylic fibers has contributed to the weak pricing situation in the overseas market. The 18 percent gain in domestic shipments so far this year, coupled with domestic cutbacks in acrylic fiber capacity, have kept US fiber producers virtually out of the export market. US fiber producers shipped 148 million pounds of acrylic overseas in the first nine months of 1986. By comparison, US fiber exports so far this year have totalled only 65 million pounds. One source says "there has been intense price competition" by foreign acrylic makers to fill the void left by the US producers. This in turn has helped drive down the international price of acrylonitrile.

US acrylonitrile export volumes have remained high this year, but prices have steadily fallen. A large portion of the decline has been attributed to falling raw material propylene costs, but exporters also blame terrible fiber prices and excess supplies of acrylo, especially in Europe. At the beginning of 1986, US acrylo producers were exporting material for over \$700 per metric ton, but that price has now fallen to \$500 per ton, C&F to the Far East following a \$20 price slide from the third to fourth quarters, according to one producer.

SPOT PRICES DRIFT LOWER

In the European market, spot prices have drifted even lower. A large influx of Eastern Bloc material, one producer explains, has helped pushed the European spot price down to \$480 per metric ton, C&F. At this price, the US producer says American acrylonitrile manufacturers are staying out of the European market. European oversupply is also attributed to the recent start-up of an acrylo plant in Turkey, and the return of Enichem's Italian facility.

Another source of weak acrylo export prices has been domestic tollers of acrylonitrile. One producer explains that earlier this year Monsanto, and later Sterling Chemical, were converting propylene and ammonia at Texas City for traders and other customers for a fee. The people tolling the acrylonitrile then sold the material in the export market, often at extremely low prices. Though the practice is profitable to the Texas City owners, it also contributed to the general decline in acrylo export values. A Monsanto official estimates that up to 40 million pounds of acrylonitrile per quarter have been tolled at Texas City. He also estimates that these traders were selling product for up to \$80 per metric ton below traditional acrylo makers' prices.

The weak acrylo prices have been very discouraging to US producers. They have been operating at high rates all year, and prices continue to slide. One company, American Cyanamid, says that because pricing on the export market is so weak, the company is pushing forward some planned maintenance work from early next year to next month, and will take a portion of its capacity out of production. Market tightness was also aided by an extended turnaround taken by Standard Oil Chemical Co. in August and September.

Now, acrylonitrile producers are faced with rising propylene prices both here and in Europe. Propylene sellers have pushed for October prices increases of up to 2 cents per pound over the current 9.5-cent levels. The acrylo makers say the downward pressure on prices applied by acrylic fiber producers makes it impossible for them to accept higher raw material costs.

n-BUTANOL - Operating rates pushing 95 percent of capacity has allowed US n-butanol

producers to launch two largely successful price increases in the second half of 1986. And since the price increases have come at a time when raw material propylene prices have been weak, producers have experienced a smart upturn in profitability as well.

In July, n-butanol producers posted a 3c. per pound price increase, and have followed

PRICES TRENDLINES

WEEK ENDING OCT. 24, 1986

CHANGES/UP

None

CHANGES/DOWN

None

ALIPHATICS INDEX

The Aliphatic Organics index reflects the prices of 20 representative materials in this sector and the quantity of each produced in 1985.

| | |
|----------------|--------|
| Oct. 24, 1986 | 222.80 |
| Oct. 17, 1986 | 222.80 |
| Sept. 28, 1986 | 222.80 |
| Oct. 25, 1985 | 222.80 |

Chemical Prices Start on Page 40

that with a 2c. per pound hike in October. One producer says "most of the July increase stuck," and the present initiative is holding up as well.

The reason for the relative success of the price advances, he says, is that "not a lot of butanol is available now, and producers can resist" customer efforts to knock the price down. This producer estimates that 1986 domestic production will reach 1 billion pounds, while current operational capacity stands at 1.060 billion pounds.

This tight balance has been created by a steady 3 percent annual increase in consumption over the last three years, coupled with a large reduction in North American production capacity. Since late 1984, Union Carbide shut a 270-million-pound unit in Puerto Rico and Celanese closed 175 million pounds of n-butanol capacity at Bishop, Tex. In addition, BASF closed an oxo-alcohols unit in Montreal, Canada, and Shell is believed to have idled some capacity at Deer Park, Tex. Bucking this trend, Carbide has been gradually expanding its Texas City, Tex. plant. The company began a 200-million pound expansion there two years ago, and is still 90-million pounds shy of its goal.

As a result of these rationalizations, and demand increases, n-butanol plant operating rates have jumped from 70 percent of capacity or worse in 1984, to the current 95 percent level. Not coincidentally, price increases that were launched in 1984 and 1985 failed, while two increases in the past three months have been largely successful. Yet, while n-butanol producers have found recent success in their price announcements, n-butanol prices still remain below levels quoted in the late 1970's.

CARBON BLACK OIL - Market sources report that Exxon has posted a new price of \$12.50 per barrel for carbon black oil, an increase of \$1.50. The increase is effective November 13, but one source says little product is available from Exxon before then.

Observers say Exxon is the major carbon black oil producer and that most often suppliers follow its lead in pricing.

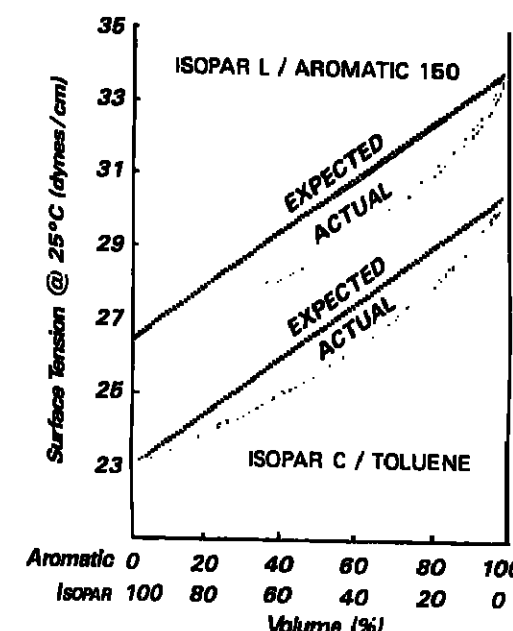
The oil was increased by a similar amount in September, when it had been priced at a long-time low of \$9.50 per gallon. Carbon black producers absorbed the September increase, it remains to be seen if they will attempt passing one through to customers.

VINYL CHLORIDE MONOMER - The market price for the vinyl precursor remains at September's 15c. to 16c. per pound level.

Need to squeeze more from surfactants?

Look to Exxon for SOLV/ABILITY®

If the cost of surfactants is pinching your formulation budget, try the Exxon family of ISOPAR® solvents. Their low surface tension characteristics will help make your surfactants go farther, and will show you why Exxon has the solvents with the ability to solve your problems. We call it SOLV/ABILITY. For information about the quality solvents you can count on, call toll free 1-800-44-EXXON.



Exxon Company, U.S.A.
Room 2323D, P.O. Box 2180, Houston, TX 77262-2180

HA! HA! HA!

H.A. (HydroxyAnisole) is no laughing matter, even if you call it MEHQ (Monomethyl Ether of Hydroquinone). Serious manufacturers are using this versatile product from SpecialtyChem with great success. For example, it's an excellent inhibitor in the manufacture of monomers such as acrylonitrile and vinylidene chlorides. Also as a stabilizer for certain chlorinated solvents.

Ask us for samples and our current literature. You also may want to ask us about other hydroquinone derivatives such as IBHQ (Tertiary Butyl Hydroquinone).

SpecialtyChem™

SpecialtyChem Products Corporation
Member ChemDesign Group, Two Stanton St.
Marquette, WI 54143, (715) 735-9033



ALIPHATICS

but the market remains so tight that one producer says several spot purchases have been made at 4c. above this level. The export market price is also above domestic levels, the source says.

VCM continues to be in tight supply. Exports of monomer surpassed the billion pound mark in August, and the domestic vinyl market is booming. One monomer producer said sales of PVC last month reached an all-time high for September. The producer says there is enough monomer for domestic consumers, but importers of US VCM are scrambling to get enough product.

A producer says the supply tightness is illustrated by the current reduction in monomer "exchanges." He says producers normally borrow large quantities of VCM from other manufacturers, but that practice is now restricted.

The tight supply-demand balance would normally warrant higher selling prices, one source says, but weaker prices for PVC dur-

ing the third quarter has effectively held down VCM values. However, PVC prices increases have been posted for October and November, so VCM makers may get an opportunity to further firm their own selling prices.

VCM is expected to remain in tight supply for the balance of the year, sources say, even though November and December are traditionally slow demand months. Domestic demand may taper off as the housing industry slows down, but export sales should stay strong. At the same time, several plant turnarounds planned for now and later in the year should help keep supply snug. Currently, Shell Chemical has taken a three-week turnaround at its 840-million pound Deer Park, Tex. monomer facility. The plant is due back on line in early November.

Specialties No Cure

Continued from Page 7

productive capacity, Mr. Doscher says. However, restructuring should not be based only on a policy of closing plants but on a "scrap and build," program instead.

Companies need to work together more in the research and innovation areas. At the moment they were all busily paddling their own canoes into the future, Mr. Doscher says.

"European companies need to be acutely aware of who is doing what in terms of innovation, so that we don't duplicate each other's work and then find the research process leading us into building plants which the global market does not need," he says.

Douglas Rodger, a chemicals specialist at management consultants McKinsey & Co. also warned the CMRA members of the dangers of switching into specialties in an effort to improve profitability.

Diversification through acquisition, for example, has many pitfalls. The purchaser can pay so high a price that it can never recover the premium. "Many of the price-earning multiples for US specialty companies are ludicrously high in relation to the prospects for their businesses," Mr. Rodger says.

The acquiring company also runs the risk of making a new subsidiary adapt to the parent's way of doing things, however inappropriate that may be.

A classic example of this was the Gulf Chemicals acquisition of Harshaw Chemicals and Millmaster Onyx, companies which were eventually sold again, Mr. Rodger explains.

"The main reason why you are likely to make a mess of a newly-acquired specialty business is the enormous organizational, cultural and business differences between a large, commodity-oriented chemicals company and a much smaller specialty company."

COMMODITIES MATURE MARKETS

The commodity company has a formal rigid structure geared to operating in mature markets. It is inclined not to take risks, making careful decisions backed by all departments.

"By contrast, a specialty operation requires an informal and flexible structure," he says. "Its success depends on its capability to act in an entrepreneurial manner and to take calculated risks. The whole culture of the organization has to favour individual action and fast response."

"In bulk chemicals and plastics, a supplier is pretty well forced to follow a low-cost strategy and the main decision is whether to do this on a broad front or to concentrate on particular market segments," Mr. Rodger says.

Tony Church, an investment analyst with Merrill Lynch Europe, said that in the long term, innovation is the key to the future growth of the European chemical industry but not just in technical areas.

"Technical innovation without marketing innovation appears to be providing only the ingredients of success," he says.

Chemical companies in Europe have much over the last few years to reduce costs. But investors tend to give greater importance to short-term factors like the price of oil and exchange rates.

"In general, the potential impact of a falling dollar in weakening the competitive position of Europe in overseas markets outweighs improvements in the cost of production because Europe buys its feedstocks in dollars," he explains.

Europe May Draw

Continued from Page 5

own sake, but as a byproduct or coproduct of another manufacturing process."

He expects that propylene demand in Western Europe will maintain an annual average growth rate of 2.9 percent (against 1.6 percent for ethylene) until 1990 when total consumption should reach 7.51 million tons as against 7.16 at present.

Much of the impetus behind the increase in demand comes from a steady rise in consumption of polypropylene which is expected to push up its share of the sector from 37 percent of chemical use to 40 percent by 1990.

At the same time propylene output from steam crackers (at high severity) will decrease from 5.75 million to 5.55 million tons because of a rise in use of propane and ethane feedstocks. At present naphtha accounts for around three-quarters of cracker feedstock.

Much of the shortfall, however, could be met by a rise in propylene from fluidized catalytic crackers (FCCs) used to provide high octane gasoline as Europe moves over to low or unleaded petrol.

REFINERY PROPYLENE RISING

Mr. Browning estimates that propylene supplies from refineries for chemical use will increase by 250,000 tons to 1.25 million tons by 1990. Some of the supply gap could also be filled by a rise in low severity ethylene cracking. Despite temporary increases average net imports are expected to remain at their 1985 level of around 250,000 tons up to 1990.

Luigi Boido, managing director of Norsk Hydro Belgium SA, called for action by Western European governments to curb the flood of nitrogen fertilizers in the region from Eastern Europe and Middle East, Latin America and other parts of the developing world.

Western European fertilizer companies had done much over the last few years to bring down production costs by reducing the energy intake of their plants to make them more competitive. However, it's maintained imports have still been able to undercut prices because their plants have been built more for strategic purposes than the need to make a profit.

"Imports from outside Western Europe, at prices that can easily be classified as dumping levels, are creating the basis for a regime of unsustainable low prices all over Western

Europe," Mr. Boido says. "In this situation the problem becomes political. Nobody can in conscience accept that Western European agriculture is supplied by imports, because this would put the key of our own survival in somebody else's hands."

Since 1960 the share of the non-communist industrialized countries of world nitrogen fertilizer production has fallen from 73 percent to 36 percent. In the same period that of the Comecon countries rose from 16 percent to 30 percent and the share of the developing countries from 10 percent to 36 percent.

Global overcapacity has kept prices at a low level since the mid-70s. This year they plummeted even further as a result of the fall in the oil price and attempts by oil-exporting countries to increase sales of fertilizers to maintain revenues.

Since 1980 Western Europe has reduced its ammonia capacity by around 1 million tons to just under 14 million tons. In an effort to cut energy costs, European companies have also built larger plants. Over 75 percent of West European ammonia capacity is now provided by plants in excess of 200,000 tons.

"Western Europe continues to be a forerunner in lowering energy consumption as it was among the first to feel the shock of the increase in energy costs," Mr. Boido says.

But it's felt further plant closures are needed. He reckons that 15 to 18 percent of Western European plants are over 20 years old and as a result uneconomic in terms of energy consumption.

Explaining the reasoning behind Norsk Hydro's moves to gain a dominant position in the Western European fertilizer market through acquisitions, Mr. Boido says that the Norwegian-based company is assuming that governments will accept that a certain amount of fertilizers have to be produced locally.

"They will understand that the door cannot be opened completely to supplies from outside," he says. "There has to be a balance between local production and imports."

"Our philosophy is based on the belief that someone in Western Europe has to produce fertilizers by the best technological means available."

The company has been buying up plants that are so starved for investment they are in danger of going out of business. At the same time it is building the most technologically advanced plants to face up to the competition

BUILDING BLOCKS FOR YOUR PILOT PLANT

Medium to large volumes of these gases AVAILABLE, FAST

ETHANE

ETHYLENE

ISOBUTYLENE

ISOBUTANE

ISOPENTANE

METHANE

METHYL CHLORIDE

CUSTOM BLENDED CALIBRATION MIXTURES

Contact your Union Carbide Customer Service Office for liquid trailers, tube trailers, ton containers, cylinders. Just a phone call away.

LINDE
UNION CARBIDE
SPECIALTY GAS

Torrance, CA (213) 542-7300
Houston, TX (713) 872-2100
East Chicago, IN (219) 398-3700
Cleveland, OH (216) 621-7300
Keasbey, NJ (201) 736-4000

...More Products Available

Widest variety

NEODOL® Surfactants

Selecting the right surfactants to manufacture products with bold performance and outstanding sales is easy when you choose Neodol alcohols, ethoxylates and ethoxysulfates from Shell Chemical.

Complete line. You'll always find the surfactant you need because Neodol products offer the widest selection of high performance alcohol based nonionic surfactants in the industry. Order from our standard line, or, let us develop a new Neodol surfactant that has the precise properties you are looking for.

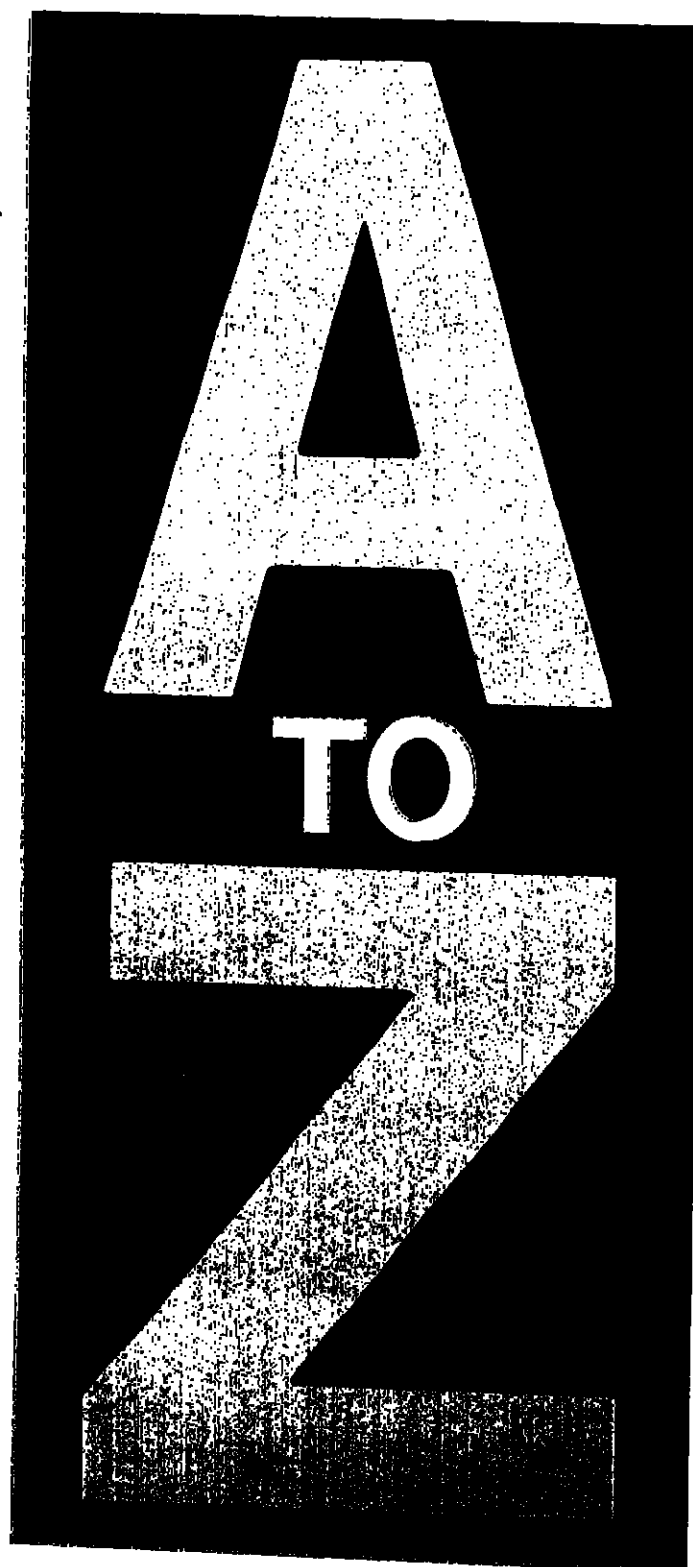
On-spec. Count on Neodol surfactants to be exactly what you order—every time. There are no surprises because Shell's continuous quality controls ensure that, batch after batch, Neodol surfactants meet your specifications to the letter.

On-time. A dedicated fleet of over 600 lined rail cars, nationwide distribution, large-scale manufacturing, integrated feedstocks and state-of-the-art R&D all mean that both small experimental batches and large regular orders of Neodol surfactants reach you at the right place and time to meet critical production schedules.

It's as simple as ABC. The variety, quality and delivery of high performance Neodol surfactants make Shell Chemical the only surfactant supplier you'll ever need. For more information, write to Shell Chemical Company, Manager, Neodol Communications, One Shell Plaza, Houston, Texas 77001.



Shell Chemical Company



DMDM HYDANTOIN COSMETIC PRESERVATIVE

McINTYRE CHEMICAL COMPANY

4891 S. ST. LOUIS AVENUE
CHICAGO, IL 60632
TWX 910-221-1428

312/927-2401

L-Serine, L-Threonine, L-Tryptophan

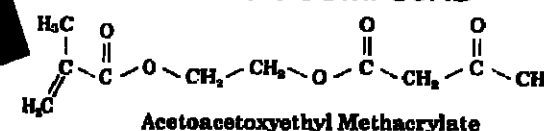


TANABE U.S.A., INC.

P.O. Box 85132
San Diego, California 92138
(619) 571-8410
TWX: 910-335-1557

NEW POLYMER INTERMEDIATES FROM EASTMAN

LET YOUR EYES FEAST ON THE FEASIBLE FUNCTIONALITY OF THIS DEVELOPMENT COMPOUND



If you are looking for some other intermediate, let us know. We may offer it or may be able to produce it for you.

© 1986 Eastman Kodak Company Division, Eastman Chemical Products, Inc., P.O. Box 451, Kingsport, Tennessee 37662



META AMINO PHENOL

John Co. Ltd

CUSTOM MANUFACTURING

LIQUID AND SOLID
ORGANIC SPECIALTIES

Competent Scientists - Reliable Producers

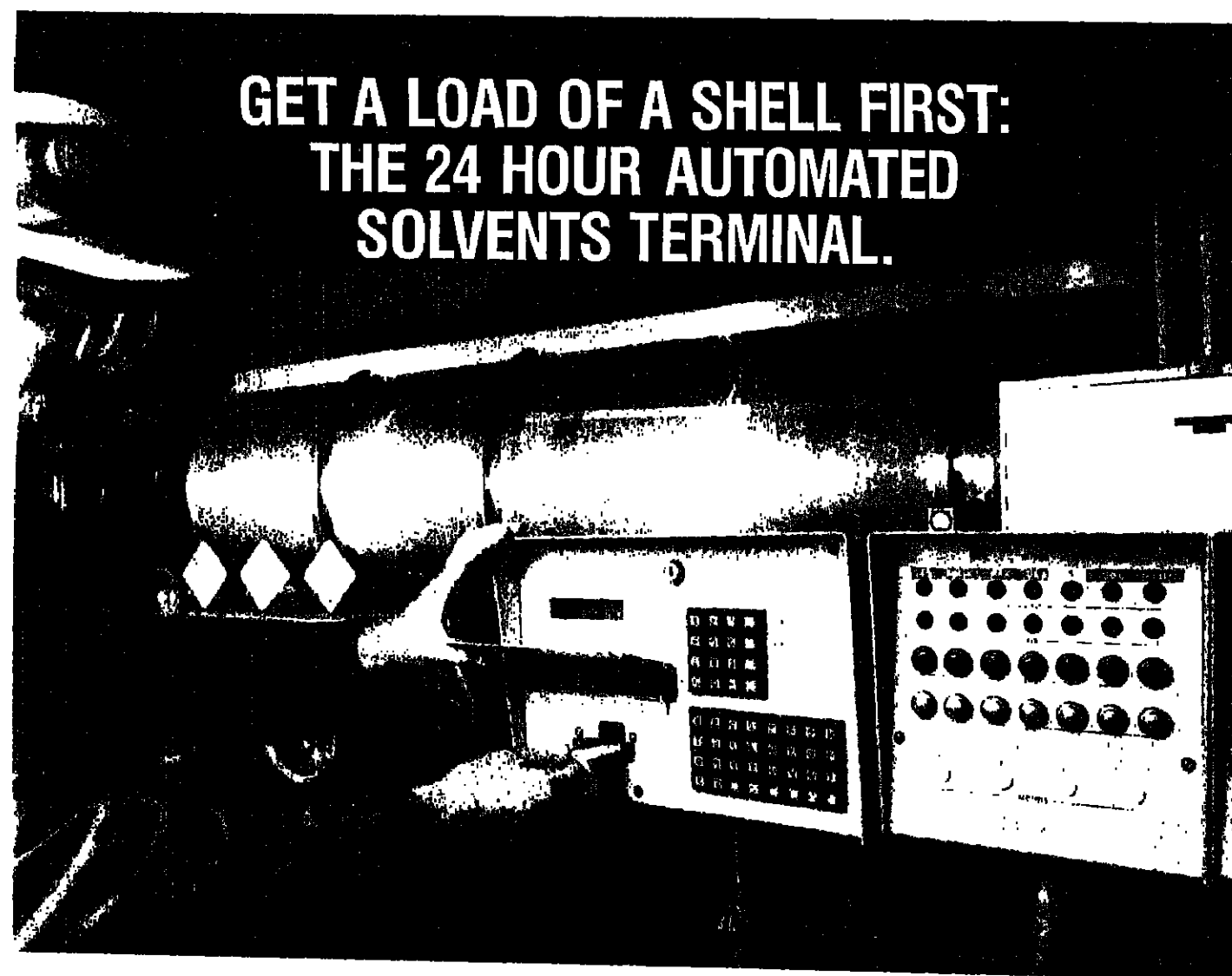
Write or call:



LINDAU CHEMICALS INC.

COLUMBIA, SOUTH CAROLINA 29202
P.O. BOX 641 (803) 799-6863

GET A LOAD OF A SHELL FIRST: THE 24 HOUR AUTOMATED SOLVENTS TERMINAL.



It's the height of convenience.

Now you can schedule pick up of hydrocarbon and oxygenated solvents any time of the night or day, 365 days a year.

Where? From Shell's Dominguez Solvents Terminal in Carson, California.

It's equipped with a state-of-the-art automated, computerized loading system that dispenses a complete line of certified, on-spec solvents—safely and efficiently whenever you need them. This helps to improve your vehicle utilization, shorten turn-around time and increase scheduling flexibility.

How does it work? To make sure that all those using this new service know how to operate the

equipment, Shell will train your drivers and issue them an authorization number. After your order has been placed with our Anaheim Order Center, your driver's authorization number will allow easy access to the most convenient supply of quality solvents.

The next time you need solvents—get a load from Shell—any time, day or night.

For more information about the Shell 24 hour self-serve solvents station call one of the phone numbers listed below. Los Angeles (213) 585-0660; rest of California 1-800-422-4202; other western states 1-800-854-3857; in the rest of the United States call 1-800-447-4355.



Shell Chemical Company

from outside Western Europe.

Dr. Jurgen Frohling of the agrarian economy and ecology department of Bayer AG's agricultural division, expects that more companies will pull out of the crop protection market because of the soaring costs of R&D.

"The development of a modern crop protection product which meets all specifications for effect and compatibility with the environment currently costs more than 100 million Deutsche marks (\$53 million) over a period of ten years," he told the ECMRA members.

"Worldwide only a few companies can afford such an expenditure, accompanied by a correspondingly high degree of risk. In recent years many companies active in the crop protection sector have been no longer able to continue their efforts. This process of reorganization and concentration will certainly be extended into the future."

At the same time extra pressure is being put on companies by slow growth rates in some sectors. Dr. Frohling feels for example, that the world pesticides market will not expand over the next four to five years mainly because of agricultural overproduction in

Europe and North America which has driven down global crop prices.

Farmers are also much more efficient in their use of agrochemicals which has lowered consumption levels.

"Whereas 10 to 15 years ago, it was standard practice with crop protection products to be applied at between 1,000 to 3,000 grams of active ingredient per hectare, the level today is between 10 to 100 times lower."

Last year, he estimates, the world crop protection market was worth \$15,000 million, of which insecticides accounted for 31 percent, fungicides 18 percent and herbicides 44 percent. The US represented 32 percent of the world market, Western Europe 22 percent and the Far East 19 percent.

James Hickey, a consultant at Strategic Analysis, Inc. Europe in Brussels, predicted that sales of specialty adhesives in Western Europe will grow at an annual 5.6 percent until 1990 while the total adhesives market will expand by only 2 percent a year.

Reactive hot metal adhesives will grow by 9 percent annually, polyurethane adhesives by 8 percent, anaerobics and cyanoacrylates by 3 percent each and epoxies by only 1 percent.

Sales of reactive hot metal adhesives are rising rapidly mainly because they are suitable for robotization in the automobile industry — the major market for high-performance adhesives. They now have a 2 to 3 percent share of the specialty market, which is likely to increase even further if they can penetrate the aircraft industry.

A big impetus behind the growth of polyurethanes is their use in the direct glazing of car windshields. This year four million cars are being direct glazed in Western Europe. In 1987 the figure is expected to reach six million.

Polyurethanes are replacing epoxy adhesives in some sectors and in the long term could push them out altogether.

The growth of anaerobics depends a lot on the health of the European automobile industry. With Loctite of the US, one of the key players in the Western European market, automotive accounts for 50 percent of European anaerobics turnover.

Like many other specialty adhesives, anaerobics are only slowly being accepted by aircraft companies.

"A lot of these high-performance adhesives do not have a history so their producers need to work with industry to get them evaluated," Mr. Hickey explains.

Attention Sodium Gluconate Users

Next time
try

KELIG® 100

because:

- #1 it's lower cost.
- #2 it's equivalent to Sodium Gluconate in most formulations.
- #3 it's available in truckload quantities.

For more information and samples contact:

REED LIGNIN

81 Holly Hill Lane, Greenwich, Connecticut 06830
Tel: (203) 625-0701 Telex: 643994

DRUGS & FINE CHEMICALS

Citric Acid Imports Exert Pressure on Domestic Pricing

Citric acid imports are putting pressure on domestic selling prices, US producers of the material complain. So far this year, imports are running 17 percent ahead of last year's record-setting pace, according to the most recent government figures.

About 33.4 million pounds came to the US through August, an amount almost equal to 1984's total for the full year. Through August of last year, slightly less than 29 million pounds had entered the US. Last year's total of 43.1 million pounds was an all-time high, but 1986 imports should exceed 50 million pounds.

The leading exporter to the US, Belgium, has not increased its shipments here, sending about 10.5 million pounds through August of 1986. However, Belgium is the source of Hoffmann-La Roche's material, and that company is considered by many to be the equivalent of a domestic producer, because of its activity and the services it provides.

The next three greatest sources of citric acid imports, though, have significantly increased shipments here. West Germany has sent 7.5 million pounds through August, almost 70 percent more than last year's 4.4 million pounds. The third leading exporter to the US, Israel, has increased its total by more than 30 percent (5 million pounds, up from 3.8 million pounds), and mainland China has more than doubled its US sales, sending 3.1 million pounds to the US, 120 percent more than the 1.4 million pounds it sent through August 1985.

WEST GERMAN CITRIC

Benkiser Inc., the West German source of citric acid, expresses surprise in regard to the great increase from West Germany, and a spokesman insists that some material must be coming to the US from other countries, via West Germany. In any case, the growth indicates that imports continue to carve out a larger share of the US market.

Domestic producers are split concerning China's effect on the market. One producer thinks that China's low pricing (said by several sources to be the lowest-priced citric acid) exerts a definite downward pressure on domestic pricing. Another producer, though, claims that even with China's increasingly active role, it still accounts for only a small percentage of the overall US citric acid market.

Imports are expected to continue increasing, at least in the short term. Producers point out that, despite the dollar's weakening, imports don't want to relinquish their market share. Also, notes one producer, many "local" plants are opening in countries such as Thailand and Turkey. With those markets closed, foreign sources are turning more and more to the US.

Despite the import activity, Pfizer has increased its domestic capacity and its capacity in Ireland. Pfizer notes that most of the increase was in Ireland, and says the domestic increase was done with an eye toward the future. A spokesman says that in the long term, imports will eventually stabilize. In the meantime, imports are expected to continue increasing.

Domestic list pricing remains the same as at the beginning of 1986. Pfizer's list price is 81 cents per pound, 83 cents West of the Rockies. Miles Laboratories' list price is 81 cents for all the US. Spokesmen will not divulge selling prices, but acknowledge the pressure from imports.

One spokesman claims that imports generally cost between 2 and 8 cents per pound less than his company's product. A source of Chil-salt citric acid says his company's list and US producers have not been as fortunate in their exporting endeavors as their foreign counterparts. Exports through August fell to 6.3 million pounds, down from 8.7 million pounds through August 1985. Exports to

Japan fell to 1.4 million pounds from 4.0 million pounds, and exports to Australia decreased to 1.65 million pounds. Japan and Australia are the US's largest export markets.

One producer says the export market is weak because European price competition is "intense." He adds that Europe has long had the advantage in the world market, because it became involved in citric acid much earlier than the US. As far as Japan is concerned,

PRICES TRENDLINES

WEEK ENDING OCT. 24, 1986

CHANGES/UP

Ascorbic Acid, \$1 per kilo
Caffeine, \$1 per lb.
Nicotin USP, 50c per kilogram
Nicotinamide USP, 50c per kilogram
Pyridoxine HCl, \$3 per kilo

CHANGES/DOWN

None

DRUGS INDEX

The Drugs & Fine Chemicals Index reflects the prices of 10 representative materials in this sector and the quantity of each produced in 1985.

Oct. 24, 1986 211.16
Oct. 17, 1986 211.16
Sept. 26, 1986 211.16
Oct. 25, 1985 211.16

Chemical Prices Start on Page 40

he claims that China has been supplying much of its material, as part of an effort to increase business dealings between the two countries.

A rumor that Cargill was planning to enter the citric acid business remains a rumor. The company opened a high fructose corn syrup plant this year in Eddyville, Iowa, and citric acid sources say Cargill may start producing citric acid at that facility. Cargill declines comment.

Sodium citrate, the salt of citric acid, has also seen an increase in imports—4.3 million pounds through August, compared to 2.1 million pounds through August, 1985. Pricing is said to be soft.

CAFFEINE — Knoll Fine Chemicals is raising the price of its synthetic caffeine, effective November 1.

Twenty-thousand-pound shipments will cost \$5.80 per pound, up from \$4.80 per pound. The following prices will also become effective November 1: \$5.85 per pound for 10,000 pound shipments; \$5.90 per pound on 1,000 pounds basis; and \$5.95 per pound for less than 1,000 pounds.

Knoll, which imports its caffeine from West Germany, attributes the increases to the soft US dollar. Other suppliers of caffeine note that tight supplies have had a firming effect on the market (CMR, 10/6/86, pg. 23). Major reasons for the tightness are increased demand and the Brazilian drought.

Also concerning caffeine, the National Cancer Institute recently concluded that there is no association between coffee drinking and the painful breast condition known as fibrocystic breast disease (FBD).

Years ago, Ohio State University researchers alleged a connection between FBD and consumption of methylxanthines (which include caffeine). Questions about the validity of that theory arose, leading to the NCI study. NCI examined about 3,300 women, and found "no evidence of an association between methylxanthine consumption and benign breast disease (another name for fibrocystic breast disease)."

The researchers also wrote that their results are consistent with "those of several epidemiologic studies undertaken to address this issue, as well as with results from laboratory studies, which have measured physiologic responses to caffeine consumption."

Methylxanthines are a group of chemicals



Winners Run With Knoll Theophylline

USP

We produce, stock and ship more theophylline than anyone else in the world.

Call Us...

to order, request samples or our free theophylline catalog.
Knoll Fine Chemicals • (212) 752-9520
120 East 56th Street, New York, New York 10022
DMF reference available on request



knoll ... makes it better to run better

October 27, 1986

CHEMICAL MARKETING REPORTER

23

JARCHEM satisfies the most demanding connoisseur of acetate salts

Not all acetate salts are the same quality. Jarchem manufactures a complete line of Sodium Acetates from ACS Reagent Grade to Technical Material.



ALUMINUM ACETATE
CALCIUM ACETATE
MAGNESIUM ACETATE
SODIUM ACETATE
SODIUM DIACETATE
SODIUM AND POTASSIUM
HYDROXYACETATES

All our products are in inventory and ready for immediate delivery from our conveniently-located Newark, New Jersey, processing plant or through our national distribution network.

JARCHEM INDUSTRIES, INC.

JII 40 BALL STREET
NEWARK,
NEW JERSEY 07105
TEL. 201-344-0800

Octanoyl Chloride (Capryloyl Chloride)

WHITE CHEMICAL CORPORATION

PO BOX 2500 NEWARK, NJ 07114
TELEPHONE 201-621-4100 TELEX 844131
OUTSIDE NJ CALL TOLL FREE 1-800-225-4226

DRUGS & FINE CHEMS

(caffeine, theophylline and theobromine) found in coffee, tea, some colas and chocolate, and often added to respiratory and pain medications.

ENZYMES — Novo Laboratories, Inc., will be raising its contract prices for enzymes used in starch processing, effective January 1.

The new contract bulk truckload prices will be "AMG 200L" (glucoamylase), \$3.50 per liter; "Dextrozyme 225/75" (glucoamylase-pullulanase mixture), \$5.65 per liter; and "Termamyl 120L" (alpha amylase), \$1.75 per pound.

Also, contract prices for fuel ethanol grades of these enzymes will be raised for bulk truckload quantities: "Spirzyme 200L" (glucoamylase), \$3 per liter; "Liquozyme 120L" (alpha amylase), \$1.65 per pound; and "Liquozyme 60L" (alpha amylase), 85c. per pound.

Spot prices for the above enzymes will be 6 to 8 percent higher than the contract prices. Prices for truckload quantities of drums are 5c. per pound and 10c. per liter higher. Terms are net 30 days, f.o.b. Franklinton, N.C., freight equalized.

According to a spokesman, these increases are needed to obtain "acceptable" profit margins, following a three-year depression.

PHARMACEUTICALS — India's production of pharmaceuticals has jumped 20 percent during the last year, says Satish Shah, president of Aakash Corporation. Other observers agree that India is making its presence felt in both the US and the rest of the world.

Mr. Shah also includes fine chemicals, dyes and intermediates in his growth estimation. "Bombay is on the ocean and has new piers made for higher efficiency in loading and unloading ships," he says. He continues that with the US dollar's weakness, companies are looking toward the third world for less costly material.

One reason for lower costs is said to be India's relatively cheap labor. For example, Mr. Shah estimates that a chemist who makes \$30,000 a year in the US would earn \$8,000 a year in India. Likewise, factory workers who earn \$20,000 a year in the US could expect to earn \$2,800 a year if they worked in India.

Mr. Shah adds that Prime Minister Rajiv Gandhi's policy of "opening up" trade relations has helped India carve out a larger share of the worldwide chemical market. Among these "openings" is a widespread reduction of import tariffs.

Acetaminophen, iodine and penicillin are examples of chemicals in which India has become more active recently. In particular, India is sending more penicillin to the US. Psyllium seed husk, a product which comes to the US exclusively from India, is coming here in dwindling amounts in 1986.

J&J Arthritis Drug Discontinued in UK

Johnson & Johnson says it is discontinuing sales of the arthritis drug "Suprol" in the United Kingdom, but its McNeil Pharmaceutical division will still market the widely used prescription painkiller in the US.

"This decision has been made on commercial grounds," the company's Ortho-Clinag subsidiary said in letters to physicians and drug regulatory authorities in the UK. The company attributed its decision to poor sales volume in the UK market.

Johnson & Johnson, which does not disclose figures on sales and users, said it continues to believe that "Suprol" is a safe and effective drug in the hands of physicians with proper prescribing information.

Public Citizen Health Research Group charged in September that "Suprol" had caused kidney damage in hundreds of users.

HIGH PURITY

REAGENT ACIDS

Acetic Acid, ACS
Hydrochloric Acid, ACS
Nitric Acid, ACS
Sulfuric Acid, ACS
Ammonium Hydroxide, ACS

Call for details

CORCO

CORCO CHEMICAL CORPORATION
Manufacturers of Reagent
and Electronic Chemicals
Tyburn Road and Cedar Lane
Fairless Hills, PA 19050
(215) 295-5006

Drug Export Action

Continued from Page 3

against manufacturers, and current Federal law provides no source of compensation.

Faced with costly damage awards, manufacturers have raised prices of some vaccines by 500 percent in the past two years. Since 1984, the number of companies licensed to make vaccines has dropped from 15 to three, creating serious shortages of some products.

According to the bill, any child suffering a known adverse reaction within a certain time after receiving required vaccines against polio, measles, mumps, rubella, diphtheria, tetanus or whooping cough would be automatically eligible for compensation by petitioning the Federal courts.

But in a letter to Sen. Orrin Hatch (R-Utah), the Senate sponsor of the omnibus health package, the Justice Department said it would recommend a veto because the vaccine provision would create "a major new entitlement program for which no legitimate national need has been demonstrated."

Department of Health and Human Services also strongly opposes the vaccine measure, but HHS supports the pharmaceutical export amendments as well as most other components of the package.

The drug export provision, proposed in 1985 by Sens. Hatch and Edward Kennedy (D-Mass.) would allow US companies to export drugs to countries that have well-developed procedures for the approval of pharmaceuticals.

US pharmaceutical houses whose products

are approved in foreign countries earlier than in the US are prevented by law from supplying those foreign markets from their plants in the US.

They are forced to either build plants abroad or license out their products, and valuable American technology, to foreign manufacturers. As a result, the industry argues the US economy is deprived of investments, jobs and exports.

Lifting the ban on drug exports, according to a PMA analysis, could create 8,000 to 10,000 additional jobs and \$400 million to \$500 million additional exports in five years.

Sen. Hatch said the "landmark legislation" would help "in improving the competitive position" of US pharmaceutical companies in overseas markets.

Mr. Mossinghoff credited Sen. Hatch, the chairman of the Senate Labor and Human Resources Committee, with gaining congressional approval of the drug industry's top legislative priority.

"Without chairman Hatch's persistence and political acumen, this bill never would have been brought up on the Senate floor," says the PMA president. "He pushed it over the top."

A PMA spokeswoman says the organization does not have a position on the vaccine measure because its member companies are split on the issue, but the industry strongly supports the overall drug package.

We've learned the customs!



We're Flavine International. We've got direct access to the best bulk fine chemical and pharmaceutical manufacturers all over the world. And we're worldly wise about regulations. We've ironed all the kinks out of customs clearances so you don't have to waste time getting involved.

Let Flavine be your pipeline to the world—competitive prices, products in stock, reliable delivery, U.S. manufacturing, guaranteed FDA compliance... And no headaches!

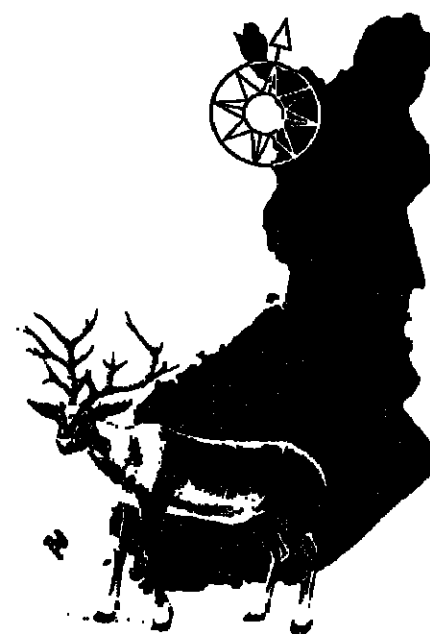
FLAVINE
You can depend on us

Flavine International, Inc. 231 Herbert Avenue, Closter, NJ 07624, 201/768-4190



FARMOS GROUP LTD
Turku, Finland

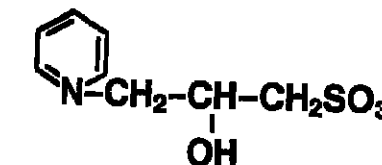
Benzotropine Mesylate USP
Cyclophosphamide USP
Fenopropfen
Ibuprofen USP
6-Mercaptopurine USP
Methotrexate USP
Minoxidil USP
Morantel Citrate & Tartrate
Nifedipine USP
Pyrantel Citrate & Tartrate
Selenium Sulfide USP
Selenium Sulfide Bentonite
Terfenadine
Thloridazine HCL USP
Tolmetin Sodium USP
Trazodone HCL.



Please contact:

SST S.S.T. CORPORATION
Pharmaceuticals - Intermediates - Vitamins - Fine Chemicals
635 Brighton Road, Clifton, NJ 07012 (201) 473-4300
Toll Free: (800) 222-6961
Cables: SST CORP CLIF
Telex: WU 133342
Telefax: RCA 210140

PYRIDINIUM-N-PROPYL 2-HYDROXY SULFOBETAIN-50%



Pleasantville, NY

Contact:

(914) 769-9110

TELEX - 229839 RTCHUR

Build with us!



Custom Manufacturing from Ganes

We have been manufacturing fine organic chemicals for the pharmaceutical industry for over 50 years. Our expertise in multi-step batch production includes strict compliance with the increased complexity of govt regulations.

Let us help produce all your needs from complicated intermediates to finished bulk active ingredients. We can use your process or ours and of course a Drug Master File is included.

Custom Drug

Ganes Chemicals, Inc.

Serving the Pharmaceutical Industry

for over 50 years

1114 Ardmore Dr. Ardmore, PA 19003

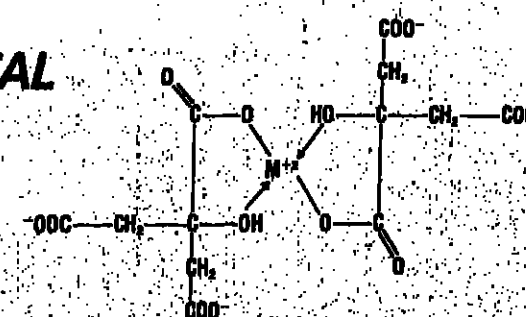
Phone: (610) 261-1111

Telex: 150000 GANES

For more information, contact:

MILES CITRIC ACID

THE VERSATILE CHEMICAL
FOR: CHELATION



Biotech Products Division **MILES**

Miles Laboratories, Inc., Biotech
Products Division, R.O. Box 932,
Elkhart, IN 46515-0932 • 800 348-7414

©1983 Miles Laboratories, Inc. A-1063C 1283

October 27, 1986

CHEMICAL-MARKETING REPORTER

John Co. 1116

Hardwicke EXPERTISE

BROMINATIONS

Basic in bromine, as a subsidiary of Ethyl.

ULLMANN REACTIONS

Extensively and routinely used, e.g., phenoxybenzene derivatives, including intermediates for pyrethroid insecticides, monomers and plastics/resins.

FRIEDEL-CRAFTS REACTIONS

AlCl₃ handling facilities for anhydrous reactant and spent solution.

HARDWICKE'S MANUFACTURING EQUIPMENT IS VERSATILE, FLEXIBLE AND SAFE. BIOLOGICAL WASTEWATER TREATMENT IS ACCOMPLISHED WITH STATE OF THE ART FACILITIES. HARDWICKE'S SPECIALIZED SERVICES, BACKED BY ETHYL'S RESOURCES, RESULTS IN IMMEDIATE, THOROUGH AND CONFIDENTIAL EVALUATIONS.



Hardwicke
Chemical Company
Subsidiary of Ethyl Corporation

RI 2, Box 50-A, Elgin, SC 29045
Telephone (803) 438-3471
TWX: 810-671-1814

Waste Rule for Military Continued from Page 4

water standards, but had not installed appropriate groundwater monitoring wells to gauge the extent of the problem because this site would be exempt from federal or state standards under the proposed rule," Rep. Synar says.

"We also found that one contractor at the Hanford reservation in Washington State used the proposed rule to classify every single liquid waste stream at the Hanford Reservation as byproduct, which the proposed rule would exempt from federal and state hazardous waste regulations," he adds.

Rep. Synar notes that DOE's proposed rule was opposed by every single one of the 32 agencies, organizations and individuals who commented on it.

"The Nuclear Regulatory Commission said that the proposed rule probably was illegal and warned that it could wreak havoc with many of the Commission's regulatory programs for the private sector. Environmental Protection Agency also opposed the rule. Frankly, in the face of all this opposition, I don't know why DOE hasn't withdrawn the rule. Instead they've been 'reviewing' it since last March," Rep. Synar says.

RULE WOULD EXEMPT DOE

In effect, the proposed rule would exempt DOE mixed waste from the Resource, Conservation and Recovery Act (RCRA) and state hazardous waste laws on the basis of how the waste is produced and irrespective of whether the waste contains chemically hazardous components.

The rule would accomplish this by defining as "Byproduct Material" all of DOE direct process wastes. RCRA exempts Byproduct Material from its requirements.

NRC has interpreted Byproduct Material to include only radioactive materials. But DOE's proposed rule attempts to "clarify" the term Byproduct Material so that it applies to nonradioactive hazardous as well as radioactive components of mixed waste.

Under the rule, there could be two DOE mixed waste streams with identical chemical and radioactive properties, but because of how they were produced, one could be classified as mixed waste and subject to RCRA, the other could be classified as

Byproduct Material and exempt from RCRA. In their letter, the 70 legislators ask Mr. Herrington to withdraw the rule and, in its place, issue immediate policy guidance that brings DOE into line with what NRC and EPA are doing for the private sector.

NRC and EPA have decided to address both the chemical as well as radioactive hazards of mixed waste and they have taken the position that any mixed waste that contains chemically hazardous components that should be subject to RCRA and state laws, are to be subject to RCRA and state laws.

"Congress clearly intended RCRA's regulatory scheme to be comprehensive and to apply to federal facilities in the same manner, and to the same extent, as the private sector," the 70 members told Mr. Herrington. DOE's proposed rule "thwarts the intent of RCRA," they say.

Allied-Signal

Continued from Page 9

for the third 1986 quarter were up 49 percent to \$22.9 million from \$15.4 million, notes Edwin E. Tuttle, Pennwalt's chairman and CEO.

Most of the improvement is attributed to the Chemicals & Natural Resources Group, which posted an 80 percent increase in earnings from \$14.7 million to \$26.7 million.

GAF's third-quarter income before extraordinary credits reached \$24.5 million, compared with \$15.6 million a year ago, an increase of 57 percent.

This was the eleventh consecutive quarter of increased earnings, comments Samuel J. Heyman, chairman and CEO. Operating profits increased 26 percent to \$29.3 million from \$31.1 million, Mr. Heyman notes.

Witco reported record net income for the third quarter and for the first nine months. Income in the quarter amounted to \$17,208,000, an increase of 8 percent over \$15,948,000 a year ago.

William Wishnick, Witco's chairman, said the income growth was mainly attributable to capital improvements which have resulted in more efficient production process. Also cited were lower costs of raw materials.

Superfund Bill Continued from Page 3

tion or failure to clean up toxic wastes," remarked Leslie Dach, a representative of the National Audubon Society.

Chemical Manufacturers Association, which called the bill an "acceptable compromise" that will "strengthen and extend" the national cleanup program, said it was pleased the President decided to approve the measure so EPA can resume full-scale cleanup activities.

Here are the highlights of the new Superfund law signed by President Reagan October 17.

Money — Authorizes spending \$8.5 billion for waste dump cleanup activities over five years. This is up considerably from the \$1.6 billion budgeted for the program's first five years and \$3.2 billion more than sought by the administration.

On top of the \$8.5 billion is \$500 million for a new program to clean up leaking underground storage tanks, a growing environmental concern because of the danger they pose to drinking water sources.

BROADER TAXATION

Who Pays? — During Superfund's first five years, the petrochemical and petroleum industries paid \$1.4 billion in taxes. The new law spreads the burden by creating a broad-based tax on manufacturers with \$2 million or more in annual profits. This provision, strongly opposed by the President, is expected to generate \$2.5 billion over five years.

Under the new tax structure, oil companies will pay \$2.75 billion; petrochemical feedstock producers \$1.4 billion; and the Treasury Department will contribute \$1.25 billion in general revenues.

The remaining \$600 million will come from interest on Superfund monies and cleanup costs assessed against companies responsible for the waste in a particular dump. The leaking underground tank program will be financed by a .13 cent-a-gallon tax on motor fuels.

In addition to the \$1.4 billion feedstock tax,

the chemical industry will pay 20 percent of the petroleum tax, or \$550 million, and \$250 million of the broad-based tax for a total of \$2.2 billion.

To the relief of all Superfund taxpayers who had feared the tax might be imposed retroactively, the bill provides for the tax to become effective January 1, 1987.

Schedules — EPA will be required to begin cleanup work at a minimum of 375 of the nation's worst toxic waste sites in the next five years. The agency must also draft cleanup plans for between 275 and 650 sites during the same period.

The bill gives EPA four years to evaluate the 20,000 or more dumps in the national inventory to determine which ones should be added to the National Priority List, making them eligible for cleanups under Superfund. There are now some 900 sites on the list or proposed for listing.

Cleanup Standards — The bill requires Superfund cleanups to render sites to minimum health standards set by a variety of Federal environmental laws covering the quality of air and water and disposal of toxic substances.

This is a response to criticism that some Superfund cleanups created worse problems and in some cases merely shifted waste from one leaking site to another.

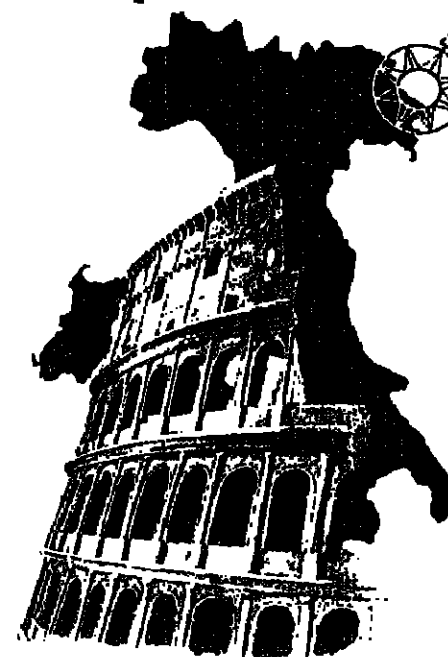
EPA can waive the standards only in instances where following them would be technologically impractical or could cause greater harm to the environment. In states that have tougher standards than those contained in the Federal law, the state standards will apply.

A review of cleaned-up dumps must be conducted every five years to ensure that waste materials are not escaping. The legislation mandates that EPA use permanent treatment techniques when feasible.

Right-To-Know — In a response to the Bhopal, India toxic gas leak tragedy of 1984 and chemical leaks in the US, the bill requires large chemical manufacturers and users to



PIERREL S.p.A.
MILAN, ITALY



Erythromycin USP

Base

Estolate

Ethylsuccinate Ester

Stearate

Gentamicin Sulfate USP

Nystatin USP

Please contact:



S.S.T. CORPORATION

Pharmaceuticals - Intermediates - Vitamins - Fine Chemicals

635 Brighton Road, Clifton, NJ 07012 (201) 473-4300

Toll Free: (800) 222-0231

Cable: SST CORP CLIF

Telex: WU 133442

Telex: RCA 218148

Napp
The only name in
LIDOCAINE
USP
you need to know
Meeting your schedule
Quality controlled



Write or Call

Napp Chemicals Inc.

199 MAIN ST., P.O. BOX 900, LODI, N.J. 07644

(201) 773-3900 (212) 695-5686

TELEX 134649 FAX (201) 773-2010

Chemical Intermediates
Dimethylaminoethyl chloride hydrochloride (DMC)
Diethylaminoethyl chloride hydrochloride (DEC, 50% Aq)
Diisopropylaminoethyl chloride hydrochloride (DIC)



Southland Fine Chemicals has over 30 years experience in the manufacture of intermediates. We welcome your inquiries on the custom manufacture of intermediates or other chemicals based upon existing or proprietary technologies. Our R & D and pilot plant facilities are multipurpose and dedicated to the rapid development of commercial processes for the production of organic chemicals.

Our modern plant is capable of producing large tonnages or LTL quantities of product.

We would be happy to evaluate and discuss your projects with you. Let us send you a catalog of our current products and processing capabilities. Get to know Southland Fine Chemicals. A major source for capable, economical, custom chemical manufacture.

THE SOUTHLAND CORPORATION/Fine Chemicals Operation
Alphano Rd., Great Meadows, NJ 07838 • (201) 637-4101 • (800) 526-1800

RITA Corporation of **PANTHENOL**
PANTHENOL
THE EFFECTIVE
MOISTURIZER, EMOLLIENT AND CONDITIONER
RITA Corporation, P.O. Box 556, Crystal Lake, IL 60014
FOR A HEALTHY GLOW TO SKIN AND HAIR CARE FORMULAS
CALL TOLL FREE 1-800-426-7759 / IN ILLINOIS CALL 1-815-455-0530

POTASSIUM BENZOATE

- Available Now
- Sodium Free
- Effective Antimicrobial Preservative
- Food Grade

Regional Sales Offices:
New Jersey, 201-470-7700 • Illinois, 312-381-9500 • Georgia, 404-448-6666
Texas, 214-647-0222 • California, 714-250-3260

Pfizer
CHEMICAL DIVISION
236 EAST 42nd STREET, NEW YORK, NY 10017

October 27, 1986

CHEMICAL MARKETING REPORTER

27

Two MORE reasons to use Genuine Recovery™ Drums:

Recovery™ Drum is now available in three sizes to handle materials of all type including hazardous wastes.

- Famous 85 gallon*
- New 55 gallon DOT 17C
- New 12 gallon DOT 5B

*85" and 55" are 16 ga. "12" is 18 ga. cover, bottom and body. All have 12 ga. bolted drop forged lock rings with 5/8" bolt & nut, contour formed rubber gasket. All have 3 rolling hoops, all are epoxy phenolic lined and all are painted bright yellow with the famous black stripes.

Call 312/767-2990 for brochure, complete specifications and prices. Or write:

Clearing Container

Division of **NATICO, Inc.**
5100 West 67th Street
Chicago, IL 60638

WESLIG and WESCHEM LIGNOSULFONATES

AMMONIUM
CALCIUM
SODIUM

LIQUID
AND
POWDER

From
WESCO TECHNOLOGIES, LTD.
P.O. Box 3980
San Clemente, Calif. 92672-1680
(714) 981-1142
TELEX (GRT) 3718658 WESLIG

DISPERSANTS
BINDERS
VISCOSITY DEPRESSANTS
RAIL CARS
TRUCKLOADS

Acetylation • Alkylation • Amidation • Amination • Carboxylation
Condensation • Decarboxylation • Dehydrogenation • Esterification
Hydrogenation • Methylation • Optical Resolution • Pressure Reaction
Quaternization • Reduction • Transesterification

Hexcel has specialized in custom synthesis of fine organic chemicals for more than 40 years at our FDA approved plant. You are assured of guaranteed top quality to your specifications and on-time deliveries. For complete information, send for our new, full color brochure. Write or call Hexcel Corporation, 215 Centennial Street, Zeeland, Michigan 49464 or call (616) 772-2193 TLX 226 375

HEXCEL chemical products

COATINGS & PLASTICS

Continued from Page 29
million pounds, valued at \$3.6 million dollars, or about 11c. per pound, while list prices for linear and cyclic phthalate plasticizers such as DIDP and DINP are well over 50c. per pound. Shipments of these plasticizers rarely exceed 500 tons per month, and many conclude that some classification error was involved.

One analyst traces the source of this error to a listing of one shipment of 28.9 million pounds to France at a value of \$948,081, or 3c. per pound, clearly an impossibility. He speculates that the figure may have included other esters or related compounds. Without it, a total export volume for August of 5.5 million pounds at \$2.6 million, or around 50c. per pound, seems reasonable.

Producers report that the 2c. per pound October price increase has been holding.

Selling prices, once 20 to 30 percent below list, are now approaching list values, producers say. High raw material costs should continue to pressure margins, however. Supplies of 2-ethyl hexanol (2EH) are still extremely tight. So far, Union Carbide Corporation is the only US producer to have boosted butyraldehyde production, and this primarily for n-butanol, rather than 2EH, production.

Similarly, phthalic anhydride and trimellitic anhydride supplies are expected to remain tight.

PLASTICS MATERIALS

PHENOLIC RESINS — Producers report that phenolic resin price increases set for October 15th and 24th were "rescinded almost as soon as they were announced," as makers of phenol were unable to realize 2c.-per-pound hikes planned for October 1.

Phenol producers in turn blamed phenolic resin makers, who account for almost half of their total customer volume, for the failure of the raw material price increase. Of the four leading US producers of resin, only Borden Chemical Company and Reichhold Chemical Company raised prices for their phenolic resin product lines when phenol cost increases were announced.

This year, all attempts to raise prices for both phenol and phenolic resins have failed. Prices for the aromatic plunged with crude oil early in the year, and resin prices followed suit. Despite fairly strong demand in construction-related markets, selling prices for the resin slipped by around 10 percent this year.

At least one producer of resin feels that the increase "is still justified" in light of price erosion and strong demand, as well as higher production costs; expenses have risen in excess of raw material savings, he says, and margins have been squeezed this year.

POLYSTYRENE — Other producers of

polystyrene are still deciding whether to follow American Petrofina's lead in raising prices for the polymer.

Makers of the resin are unanimous in describing October's increase as successful in light of strong demand and high capacity utilization rates.

Although most feel that the new monomer increases will warrant a second increase, a producer questioned whether Petrofina's move was an actual increase or a restatement of October's increase to contract customers.

Petrofina maintains that this is a second increase; the firm claims to have seen a penny of the October increase, and will raise higher prices in order to cope with higher monomer costs.

Producers report that this is a difficult time to adjust prices; if a second round of polystyrene increases does come about, a quarter will be a more feasible time, they say.

MISCELLANEOUS

METAL DRIERS — Nuodex Inc. will reduce list and selling prices for its "Vetra" synthetic metal driers and "Nude" naphthenate driers, effective October 1st.

FOR TOP QUALITY SULFURIC ACID

Call Asarco
1-800-433-ACID
(In Arizona
call 1-800-443-ACID)

FAST DELIVERY

We ship sulfuric acid from three producing plants and from five storage terminals across the country. We also have the most rail cars in the industry, plus a fleet of tank trucks, so deliveries are timed to your production schedule...not ours!

FINEST QUALITY

Our sulfuric acid is high in quality because it is very low in iron content. And we use special linings in our rail cars to protect the acid from impurities in transit.

THREE GRADES

- Commercial (93% & 98% strengths)
- Technical
- Electrolyte

For technical help or more facts write:
ASARCO Incorporated
P.O. Box 5747
Tucson, AZ 85703-0747
Or call our toll free number above.

ASARCO

Polyethylene Unit for Taiwan Will Use the Carbide Process

USI Far East Corporation will build a new polyethylene plant at Kaohsiung, Taiwan, using Union Carbide Corporation's gas-phase "Unipol" process.

According to USI Far East chairman Antonio T. Chong, the planned new 120,000 metric tons-per-year facility will be capable of producing a wide variety of linear low-density polyethylene resins for film and other markets.

Construction is slated to get underway early next year and the plant is scheduled to be completed and in operation by mid-1989. Completion of the new plant, which will be the first Southeast Asian LLDPE plant, will cap a facilities expansion and modernization program begun in 1983 and aimed at bolstering our position as Southeast Asia's leading producer of polyethylene," Mr. Chong pointed out.

According to Mr. Chong, the process advantages include reduced investment and operating costs, compressed construction timetables, and "a unique ability to satisfy the specific product needs of our market."

USI Far East Corporation was first established in 1965. During the last twenty-one years of operation, USI Far East has grown in cooperation with the development of China

Petroleum Corporation's first, second, third and fourth naphtha crackers.

Currently, USI Far East is operating three high-pressure low-density polyethylene and two high-density polyethylene lines. Low-density polyethylene annual capacity measures 140,000 metric tons and annual capacity for high-density measures another 80,000 metric tons. Upon completion of the proposed expansion, total annual polyethylene capacity is estimated to reach 340,000 metric tons. Product offering at that time will include low-density polyethylene, high-density polyethylene and linear low-density polyethylene.

Enzon Seeks Okay

Enzon, Inc., South Plainfield, N.J., has filed with Food & Drug Administration for approval to begin human trials using two of the company's modified enzymes — PEG-superoxide dismutase (PEG-SOD) and PEG-catalase (PEG-CAT). The substances are intended for use in treating disorders resulting from oxygen toxicity, which often causes fatal damage to tissues after burns, kidney transplants and heart attacks.

Potassium silicates:

Widest variety of products available anywhere, including liquids, anhydrous flake glass and hydrated powder.

The PQ Corporation
P.O. Box 840, Valley Forge, PA 19482
Phone: (215) 293-7200

Combining silicate chemistry with imagination.

AMMONIUM BISULFITE

Purified & Technical
45%, 60% & 72% Solutions
In Inventory - Drum or Bulk

Whittaker

Helco Chemicals Division
Whittaker Corporation
Delaware Water Gap, PA 18327
717-476-0353 • 800-341-1100
Telex 181086

Ammonium Bicarbonate



Now available in mixed shipment with Sodium Bicarbonate, Sodium Carbonate Monohydrate, and Con Sal® (Sodium Carbonate Hydrated).

- Choose from...
- Treated (flow agent) and untreated grades, both meeting Food Chemicals Codex.
- Available in 50 lb. bags or 300 lb. drums.

The only producer in the U.S., we back our Ammonium Bicarbonate by the experience and knowledge gained over a century of bicarbonate specialization. Why compromise? Contact...

Church & Dwight Company, Inc.
Marketing Department
Chemicals Division
P.O. Box 68227
Princeton, NJ 08540
(609) 528-3583
In NJ - (609) 683-5900



THE POWER OF COMMITMENT AT WORK

ANGUS LISTENS™

Dave Decker heard you and arranged an entire seminar tailored to your NP knowledge needs.

Dave is typical of the Angus service team. They know NP chemistry, and the uses of nitroparaffins. Consider them a resource.

But product knowledge is only his second most important

job. His first is listening. For clues that will help us anticipate your needs. For ideas to make our service even more satisfying. In a business where responsiveness is everything, it's listening that makes the difference. And Angus listens.



ANGUS
CHEMICAL COMPANY

Call 800/323-6209. In Illinois, call collect at 312/498-8700. ©1985 ANGUS Chemical Company

ANGUS PERFORMS™

We heard you when you asked for more data on the uses of nitroparaffins and their derivatives.

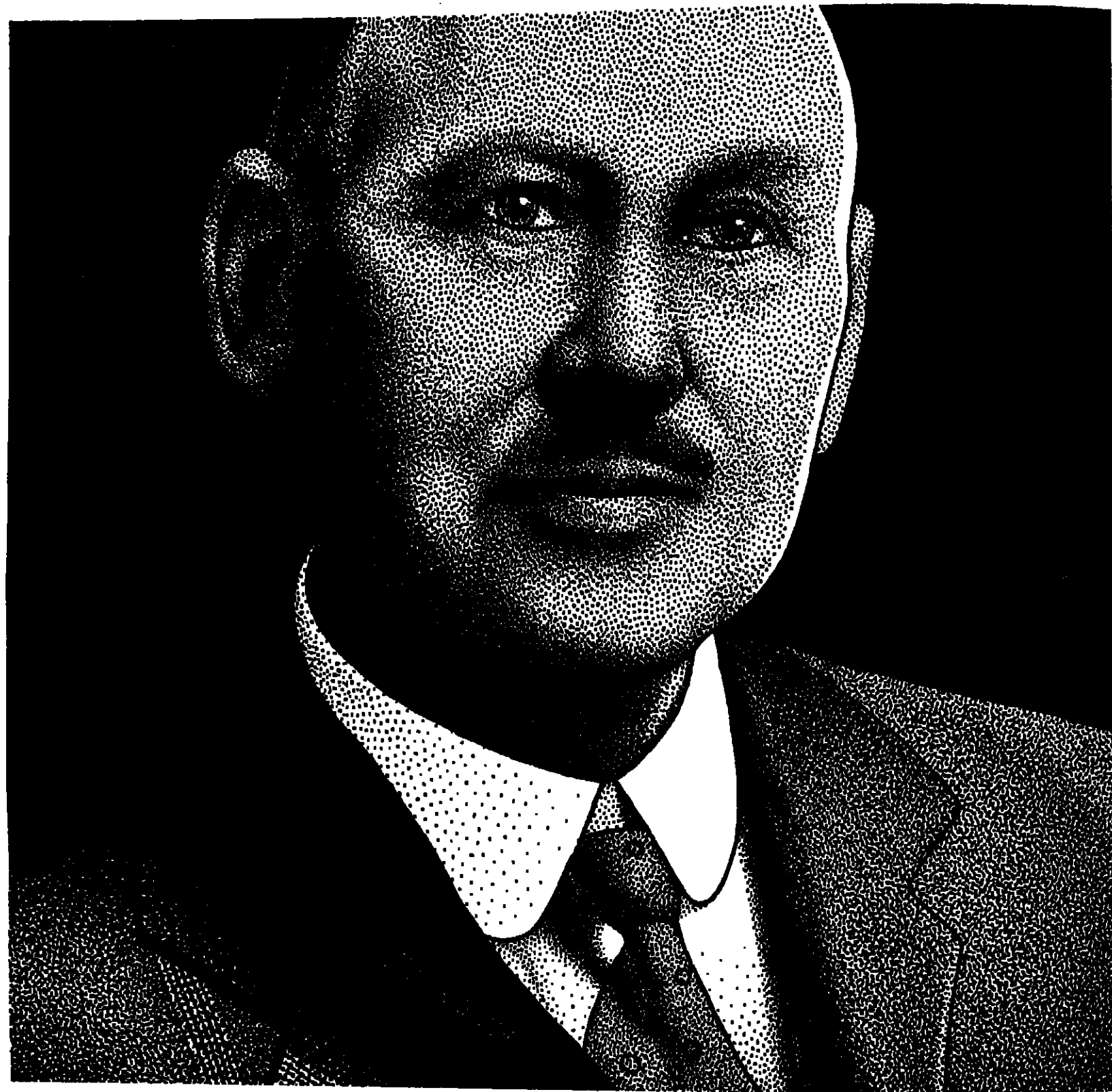
If you seek new products or improved products, ANGUS' leadership and experience in NP's can be invaluable. So when we heard that many chemists and formulators wanted to know more about the applications of nitroparaffins and their derivatives, we prepared a Product Source Guide.

ANGUS also offers sampling, technical assistance and an unmatched data base. But best of all, ANGUS offers performance. To get your New Source Guide, write: ANGUS Chemical Company, 2211 Sanders Road, Northbrook, IL 60062. Or call.



ANGUS
CHEMICAL COMPANY

Call 800/323-6209. In Illinois, call collect at 312/498-8700. ©1986 ANGUS Chemical Company



REACHING IN THE RIGHT CIRCLES

When Dr. Robert Goddard applied the principles of the gyroscope to produce the first inertial guidance system for rockets in 1931, he helped make it possible for man to "reach" for the stars — and get there.

When Agrico Chemical opened their big, new, high technology (it's patented) technical grade Monoammonium Phosphate (MAP) and Diammonium Phosphate (DAP) plant in 1983, it became possible for American users of technical grade MAP and DAP to reach for the quality, reliability of supply and value they need — and get it!

If you're tired of seeming to spin in circles with suppliers who can't "get it off the ground", test Agrico. They've got "all systems go" for your needs — and Agrico wants to be your supplier.

Agrico
ONE OF THE WILLIAMS COMPANIES

TECHNICAL GRADE MAP AND DAP — MADE IN USA FOR YOU

Agrico Chemical Company • P.O. Box 3454 Tulsa, Oklahoma 74101 • (918) 588-3632

Senate Shifts

Continued from Page 5

tee would occur at the subcommittee level, where Sen. Howard Metzenbaum (D-Ohio) is the second ranking Democrat behind Sen. Patrick Leahy (D-Vt.) on the patents and trademarks panel. Sen. Metzenbaum, who is a staunch opponent of patent extension, would be in a better position to block attempts by the National Agricultural Chemicals Association to move patent term restoration legislation.

Sen. Mathias, the retiring chairman of the patents subcommittee, sponsored patent legislation for NACA in each of the last two Congresses, and helped win Senate approval this year.

At the Agriculture Committee, which has jurisdiction over the Federal Insecticide, Fungicide & Rodenticide Act, it is uncertain whether Sen. Jesse Helms (R-N.C.) would retain the chairmanship or take over the Foreign Relations Committee, where he has seniority over Sen. Richard Lugar (R-Ind.).

Should Sen. Helms move to the Foreign Relations chair, Sen. Lugar would take over at Agriculture — a switch that would cause little consternation among major agrichemical companies since both senators sided with the chemical industry on most FIFRA issues during the debate this year.

It's also unclear who would chair the committee if the Democrats win control of the Senate. Sen. Leahy has the most seniority, but he has taken a back seat to Sen. Edward Zorinsky (D-Neb.) to serve as vice-chairman of the Select Intelligence Committee.

LEAHY TO AGRICULTURE?

But with his term on the intelligence committee up, Sen. Leahy could take over at Agriculture — an unwelcome prospect for the chemical industry. While Sen. Zorinsky successfully added patent extension provisions to the committee's FIFRA bill this year, Sen. Leahy fought to toughen groundwater and liability requirements on the industry.

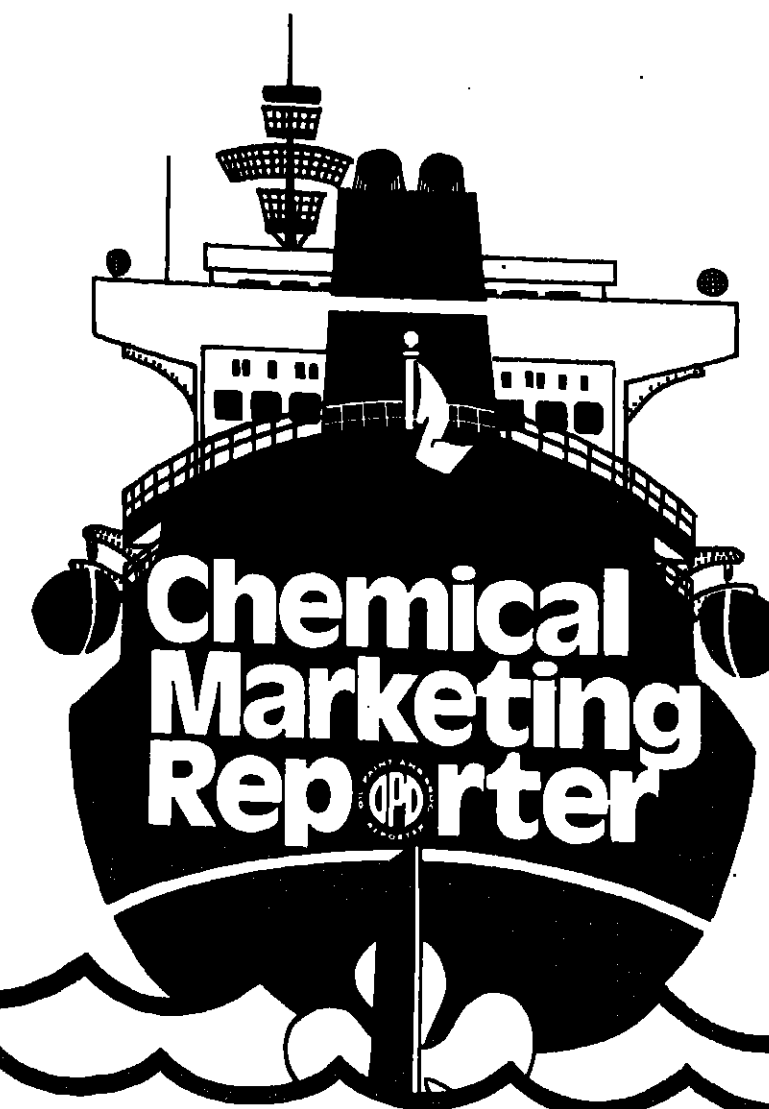
At the Environment & Public Works Committee, a Democratic victory would put Sen. Lloyd Bentsen (D-Tex.) in line for the top spot. But Sen. Bentsen, a strong advocate for the oil and petrochemical industries, would instead choose to chair the powerful Finance Committee.

Sen. Quentin Burdick (D-N.D.), a low-key lawmaker who has shunned committee chairmanships in the past, is next in line. Since he will be up for re-election in 1988, another such move seems unlikely.

After Sen. Burdick and the retiring Sen. Gary Hart (D-Col.) is Sen. Daniel P. Moynihan (D-N.Y.).

Sen. John Danforth (R-Mo.) would retain his chairmanship of the Commerce, Science and Transportation Committee with a Republican victory, but Sen. Ernest Hollings (D-S.C.), a strong foe of product liability reform, would assume command if the Democrats win.

The senior Democrat at the Energy & Natural Resources Committee is Sen. J. Bennett Johnston (La.), a strong supporter of the energy industries.



SUPER CARRIER

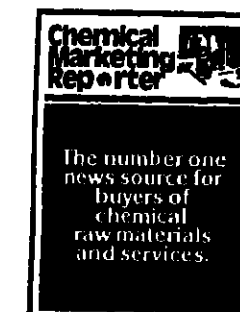
For Chemicals, Your Best Move to the Marketplace.

For over a century, CHEMICAL MARKETING REPORTER has been carrying the message on chemicals and services to the world marketplace.

From snow-clad Alaska to darkest Africa—wherever chemical business is done—decision-makers eagerly await its weekly arrival. For CHEMICAL MARKETING REPORTER is heavily freighted with news about the chemical industry—news of plant expansions, corporate mergers, finance, chemical price changes, market trends and government actions. It is an important cargo, essential information on which deals and purchases are made.

CHEMICAL MARKETING REPORTER will give you quick access to the world marketplace.

Advertise and CHEMICAL MARKETING REPORTER will put you on the fast lane to the deal-makers and the buyers of chemicals and services.



Schnell Publishing

100 Church Street, NY, NY 10007-2601 212/732-9820

Sodium Carbonate Monohydrate and Con Sal® (Sodium Carbonate Hydrated)

Now available in mixed shipment with Sodium Bicarbonate and Ammonium Bicarbonate

Take advantage of...

- Standard grades of Sodium Carbonate Monohydrate meeting both National Formulary and Food Chemicals Codex.
- Strategically located warehouses for fast, dependable delivery
- State-of-the-art computerized production and distribution scheduling



Church & Dwight Company, Inc.
Marketing Department
Chemicals Division
P.O. Box CN6297
Princeton, NJ 08540
(609) 528-3585
In NJ — (609) 583-5900



THE POWER OF COMMITMENT AT WORK

HYDROGEN

Bleach, sterilize, detoxify Environmentally safe.

Degussa

Degussa
Corporation

Hydrogen Peroxide Dept.
Chemicals Division
Route 46 at Hollister Road
Teterboro, New Jersey 07708
Telephone: (201) 288-8500
Telex: 134446
TWX 710-990-8143

© 1988 Degussa Corporation

CHLORINE SULFUR DIOXIDE ANHYDROUS HYDROGEN CHLORIDE

Your dependable suppliers of industrial gases, chlor-alkali products, commercial cleaners and petrochemicals. Product available by cylinder, drum or tank truck. Dedicated delivery fleets. 24 hour availability. Corporate offices: 312/257-9330.

Call for service in your area:



219/393-5558



219/393-3541

Alexander Chemical Corporation
Lemont, IL 60439

Cardinal Chemical Corp.
LaPorte, IN 46350

AL-9127

PHOSPHORIC ACID OXYCHEM MAKES THE GRADE



OxyChem

Ozone Shield a Puzzle

Continued from Page 7

thought of," said Ms. Solomon. She said she was "more concerned" than she had been before the expedition began in August, because science has been "unable to come up with an explanation."

But Ms. Solomon said she believes the team's research has eliminated two theories that the ozone depletion is a natural process. One of those theories proposes that the 11-year solar cycle is responsible, by triggering chemical reactions that have a cumulative effect. This would explain why the Antarctic "hole" did not appear before the mid-1970s.

The other postulates that slight changes in wind patterns resulting in an upward movement of air masses could be responsible.

Ms. Solomon said the cause could be a combination of chemical pollution and a variety of natural events, including the seasonal evaporation of stratospheric clouds over the polar region. "It's much more complicated than theories have suggested so far," she said.

The phenomenon is a seasonal event, occurring every Southern Hemisphere Spring, but the depletion has worsened during the past several years.

Scientists are concerned because the thin ozone layer in the stratosphere is the Earth's primary barrier from dangerous amounts of ultra-violet radiation from the sun.

Environmental Protection Agency estimates that each 1 percent decline in ozone at high altitudes may result in 200,000 more

skin cancers around the world every year. Increased ultraviolet sunlight reaching the Earth's surface would also have an adverse impact on plants and marine organisms, scientists say.

Concern about the ozone layer was first raised in 1974 when two University of California scientists discovered that chlorofluorocarbons released from chlorofluorocarbons can destroy ozone molecules.

The gases have since been banned by EPA as aerosol propellants, but they are still widely used as refrigerants and for industrial purposes.

Although the cause of ozone depletion has not been proven, the major US producer of chlorofluorocarbons recently said they would support, if necessary, a global limit on the future rate of growth of fully halogenated CFC production capacity.

The leading producer, E. I. du Pont de Nemours & Co., said it would be willing to back a cap on current production and suggested that safer substitute could be developed within five years.

USX Stock Correction

The 28 percent of its capital stock being purchased by Aristech Corporation, successor to the Chemicals Division of USX Corporation, will be retired. The speculation in the October 20 CMR story on page 9 that the shares might be made available to management was incorrect.

HYDROCHLORIC ACID

Available in food (FCC III) and technical grades. For use in food processing, chemical manufacturing, steel pickling, oil field acidizing, industrial cleaning, and waste treatment.

CALL TOLL FREE
(800) 824-3156
IN LOUISIANA
(504) 379-2287
FOR ADDITIONAL
INFORMATION

BASF Corporation
Chemicals Division

BASF

PERFUMES & FLAVORINGS

Camphor Oil Market Is Firmer As Production, Usage Decline

Camphor oil prices firmed last week, up 10 cents from \$2.40 to \$2.50 per kilo cost and freight, New York, for Chinese white 35 percent and up 20 cents from \$4.90 to \$5.10 per kilo for camphor oil 1,070. Formosan white 88/88 spot prices also firmed recently, up 25 cents to over \$2 per pound. Industry sources attribute the increases to a decrease in production and the stronger influence of synthetic camphor powder.

Imports of all grades of camphor oil are well below the 1985 pace: 22,915 pounds have been imported to the US from January through August, 1986, as versus a 1985 year-end total of 153,214 pounds.

Because all of the natural camphor oils are byproducts of refining camphor powder from crude camphor, the natural oils market is linked to the success of natural camphor powder. "Without demand for (natural) powder," explains a market analyst, "there would be no production of camphor oil."

Synthetic camphor powder production has been stepped up in 1986 to where it has substantially affected both production of and demand for natural camphor powder. Chinese producers have helped to drive the powder prices down by offering two grades of synthetic camphor powder at competitive prices. Chinese technical grade synthetic camphor powder is quoted at \$1.90 per kilo, cost and freight China, and Chinese BP grade is \$2.40 per kilo same basis.

"NATURAL CAMPHOR SCARCER" Synthetic powder is very inexpensive so natural camphor powder is becoming scarce," says an industry source. An essential oils broker agrees: "The synthetic camphor powder is steadily undermining the natural powder on the market." With a weakened demand for natural material, production has slowed and the quantities of natural camphor oils yielded as byproducts thereby diminished.

Taiwan, the major source for natural camphor oil with 97 percent of total US imports in 1985 and 80 percent of the imports from January through August, 1986, is reportedly cutting back production. "Taiwan isn't collecting the raw materials to make the powder or its byproducts," says another essential oils broker.

The result of less availability and a projected decline in camphor oil production has been firmer pricing. The various grades of white camphor oil are the most widely used and its prices have been the first to be affected.

Yellow camphor, because it's a comparatively small item of no more than a few tons imported annually, has remained steady, and sources don't expect it to firm. "There is no tendency at this point to raise prices," says an oils dealer.

Camphor 1,070 is likely to be further affected by the lessening of natural powder production despite its drawbacks: "Very little 1,070 is being imported these days," observes the carcinogenicity of the safrole it contains. Pricing for 1,070 is expected to be firmer as usage declines. "Ocotea cymosa is a comparably priced material," says an importer, "without the carcinogenicity."

GERANIUM OIL — Geranium oil prices were weakened in the past week due to a large Egyptian harvest, wide availability of Chinese material, and the scarcity of bourbon geranium oil on the market.

The shipping price of Egyptian oil slipped from \$46.50 per kilo f.o.b. New York to \$44.50 per kilo same basis. The Chinese oil spot prices also fell \$1 from \$23.50 per pound to \$22.50 per pound.

"The 1986 Egyptian geranium oil crop was over the 1985 crop," says an essential oils dealer, "causing the prices to soften." An essential oils importer emphasizes the Chi-

nese presence on the market: "The Chinese have been consistently offering their material in large quantities and at prices in line with the Egyptian product."

Bourbon geranium oil from the Reunion islands "has been very difficult to get," according to an oils importer. "They've set up an allocation or quota system for distribution that makes large purchases next to impossible."

The bourbon geranium oil is the most expensive of geranium oils with a spot price of around \$55 per pound. Its higher price is a

PRICES TRENDLINES

WEEK ENDING OCT. 24, 1986

CHANGES/UP

Camphor Oil, 1,070, 15c. per kilo
Camphor Oil, Chinese white, 10c. per kilo
Cassia, Indonesian and Chinese, 8-10c. per lb.
Dill seed, Indian reprocessed, 4c. per lb.
Ginger root, Jamaican, 10c. per lb.
Mace, Padang affines, 10c. per lb.
Poppy seed, Dutch, 3c. per lb.
Poppy seed, Australian, 10c. per lb.

CHANGES/DOWN

Caraway seed, Egyptian reprocessed, 2c. per lb.
Cardamom, Indian bleached, 25c. per lb.
Celery seed, Indian, 1c. per lb.
Cloves, Brazilian, 5c. per lb.
Eucalyptus Oil, Chinese 80%, 5c. per lb.
Geranium Oil, Egyptian, \$1 per kilo
Orange Oil, Israeli, 10-14c. per lb.
Sagebrush Oil, Native fob, \$1 per lb.
Tangerine Oil, Brazilian fob, 65c. per lb.

PERFUMES INDEX

The Perfumes & Flavorings Index reflects the prices of 11 representative materials in this sector and the quantity of each supplied in 1985.

Oct. 24, 1986 71.00
Oct. 17, 1986 71.00
Sept. 19, 1986 71.00
Oct. 25, 1985 71.00

Chemical Prices Start on Page 40

result of higher production costs and limited availability. Another source ascribes the institution of the quota system in Reunion to an effort to avoid the historical practice of adulterating the oil.

CASSIA — Cassia spot prices recorded a 10c. per pound increase across the board last week. Indonesian Korintji "A" through "C" also jumped in the futures market 8c. to 10c. per pound for delivery through January, 1987 and 5c. to 10c. per pound for delivery from February through April, 1987.

Interest in Indonesian cassia was spurred on by the Indonesian government's announcement that cassia will be offered according to the "single selling system," beginning November 1. The arrangement would be similar to the current one in place for the sale of Indonesian nutmeg where a single agency is interposed between producers and foreign buyers, thereby giving the government control of prices.

"The price jumps will continue," says a spice importer, "because the government has gotten involved." US importers and brokers have fought the institution of such an agency, bringing their arguments to the Indonesian government, to no avail.

"It used to be that supply and demand governed this market, and everyone was getting along well," says a spice broker, "but now prices will become irrelevant to supply and demand."

Chinese material has subsequently been in demand and firmer at 95c. to \$1.03 per pound. "Expect Chinese material to absorb some of the Indonesian market," speculates an importer, "but it will depend on the November 1 price as to how much." Imports from all points of origin have been steady, totalling 16,903,146 pounds through August, 1986, on track to match the 1985 total of 24,092,258 pounds.



FLAVOR AND FRAGRANCE MATERIALS

**Benzyl Acetate
Benzyl Alcohol
Cinnamates
Cinnamic Acid
Cinnamic Alcohol
Cinnamic Aldehyde
Nerolin
(2-Ethoxynaphthalene)
Yara-Yara
(2-Methoxynaphthalene)**

For hundreds of years, no one has been more exacting about flavors and fragrances than we, Europeans. Now CdF Chimie, a leading producer of organic compounds, has the above product line available from its **ASCA** spa affiliate in Italy, some from local U.S. stock.

For sales service, please contact:

CdF Chimie North America, Inc.

1890 Palmer Avenue

Larchmont, NY 10538

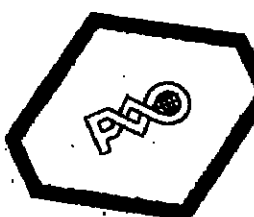
Tel: (914) 833-0311

Telex: 261570 CDFNA-UR

Polyglyceryl Esters

DREWPOL® SERIES OF ESTERS
TAILORED TO MEET YOUR HLB REQUIREMENTS
APPLICATIONS AS EMULSIFIERS, CRYSTALLIZATION
INHIBITORS, CLOUDING AGENTS, AND OPACIFIERS,
IN FOOD, COSMETIC AND TOILETRY INDUSTRIES.

Call PVO



PVO International Inc.
416 DIVISION STREET
BOONTON, N.J. 07005
Telephone: (201) 334-2802



October 27, 1986

90

WEEK ENDING OCT. 24, 1986

Chlorinated paraffin. Zone 2 edges are 1% north, higher

| | | |
|--|--------|--------|
| Chlorinated rubber, 5, 10, 20 cps., bgs. | 1.86 | |
| Chlorinated, divd., E. of Rocklee. | 1.92 | |
| 40 cps. bgs., 11, f.o.b. works. | 1.98 | |
| 120 cps. bgs., 11, divd. | 2.60 | |
| 325 cps. bgs., 11, divd. | 2.76 | |
| Chlorine, tank, single units, tank. | 195.00 | 200.00 |
| Chloroacetic acid, mono, white purify, flakes, 99% bulk (f.o.b. works). | .56 | |
| 2-Chloro-4-nitrobenzene, dms., c.i., 1, f.o.b. works. | 1.88 | |
| o-Chlorobenzene, liquid, dms., c.i., f.o.b. works. | 1.83 | |
| lanka, same basis. | 1.85 | |
| Chlorobenzene, solid, c.i., 1, f.o.b. 1, f.o.b. works. | 1.70 | |
| lanka, same basis. | 2.00 | |
| o-Chlorobenzaldehyde, dms., 1, f.o.b. works. | 2.45 | |
| p-Chlorobenzonitrile, dms., 2,000 lbs. or more, works. | 3.84 | 3.85 |
| o-Chlorobenzoic acid, dms. 11, f.o.b. works. | 3.90 | |
| p-Chlorobenzoic acid, dms., 500-lb. pail, same basis. | 1.69 | 2.26 |
| Chloroform, tech. lanka, divd., E. of Rocklee. | .34% | |
| tech., consumera, tank, divd., E. of Rocklee. | .34% | |
| 2-HF tanks, min., consumer, 4,000 gal. divd. | .35% | |
| 4-Chloro-4-nitrobenzene, pasta, commodity basis, dms., 1, f.o.b. works. | 3.06 | |
| lanka, same basis. | 3.16 | |
| 4-Chloro-2-nitrobenzene, pasta 172.5 mol. wt., commodity basis, dms. 11, f.o.b. works. | 2.25 | |
| lanka, same basis. | 2.70 | |
| o-Chlorophenol, dms., c.i., 1, f.o.b. works. | 2.00 | 2.40 |
| p-Chlorophenol, dms., c.i., 1, f.o.b. works. | 1.26 | 1.70 |
| Chlorosulfonic acid, tanks, f.o.b. works. | .18% | |
| p-Chlorotoluene, tech., tanks, works. | 1.00 | |
| Cholesterofol, dry, 40,000,000 units per gram, tablets. | 24.00 | |
| Choline bitartrate, 50 lbs. 50% phos. 50 kio dms., f.o.b. Springfield, Mo. | 6.90 | |
| Choline chloride, feed grade, 70% aqueous, c.i., 11, divd. E. of Rocklee. | .28 | |
| 80% dry supplement. | .39 | |
| Choline chloride, 60% dry supplement, tub, hopper cts. | .39 | |
| bgs. 60 lbs. 50% phos. 50 kio. | .40 | |
| Choline chloride, pharmaceutical, 50 kio. lots, f.o.b. Springfield, Mo. | 5.00 | |
| Choline phosphate, 50 lbs. 50% phos. 50 kio lots, f.o.b. Springfield, Mo. | 6.00 | |
| Chrom green, CP extra light, bgs., divd. E. of Rocklee. | 1.68 | |
| light, bgs., same basis. | 1.70 | |
| medium, bgs., same basis. | 1.72 | |
| extra deep, CP, same basis. | 1.74 | |
| Chrom orange, CP, bgs., divd. E. of Rocklee. | .83 | .86 |
| Chrom yellow CP bbs., divd. E. of Rocklee. | 1.69 | 1.14 |
| Chromic acid, 50% flake dms., c.i., 1, f.o.b. works. | 1.18 | |
| grd., same basis. | 1.25 | |
| Chromium acetate, 50%, 70%, dms., 500-4 lbs. lots, recs., 1, f.o.b. works. | .10 | |
| Chromium fluoride, dms., 1, f.o.b. works. | .81 | |
| Chromium nitrate, dms. 11, f.o.b. 10% metal con., 800-lbs. same basis. | 1.45 | |
| Chromium oxide, hydrated, 50-lb. bgs., c.i. | 5.20 | |
| pure, 50-lb. c.i. | 1.90 | 2.00 |
| Cinnamic acid, 25-lb. cns. | 1.95 | |
| Cinnamic acid, 25-lb. cns. | 4.50 | |
| Cinnamal, H2. | 1.05 | 1.11 |
| Cinnamal, 25-lb. cns. | 108.00 | 110.00 |
| Cinnamyl leaf oil, dms. | 5.25 | |
| Citral, natl., dms. | 5.50 | 6.60 |
| Cym. 55-gal. dms. f.o.b. | .76 | |
| Citric acid, USP, hydrus, gran, 250-lb. bgs., 1, f.o.b. Tenn. | 3.18 | |
| Citric acid USP, anhyd. gran 250-lb. dms., 1, f.o.b. Tenn. | 3.18 | |
| Citric acid, 50% flake, powder, c. higher than 40%. | .86 | |
| Citronella oil, Ceylon, dms. | 2.15 | 2.20 |
| Java, dms. | 2.60 | |
| China, dms. | 2.50 | |
| Citronella, 25-lb. cns. | 3.85 | 7.40 |
| Citronella (drums, f.o.b. works). | 5.50 | 6.60 |
| Citronellylacetate, dms. | 5.50 | 6.60 |
| Citronellylformate, 25-lb. cns. | 8.86 | |
| Civet, natl., bbs. | 20.00 | |
| Clay, sil., 4000. | 400.00 | |
| clay, sil., 4000, air floated, bgs., c.i. Tenn. | 49.00 | |
| clay, sil., 4000, crushed, moisture-repelling, bulk, c.i. Tenn. | 24.00 | |
| Clay China (see Kaolin). | | |
| Cleanness, respira. 1400 flash tanks, New Jersey or New York. | 1.15 | |
| Clove leaf oil Indonesian, reg. dms. kio | 3.40 | |
| Clove bud oil, reg. | 3.40 | |
| Clove bud oil, kio | 26.00 | 27.40 |
| Cloves, 25-lb. cns. 10% recs., 1, f.o.b. Tenn. | 2.30 | |
| Manila. | .20 | |
| Madagascar. | 2.35 | |

| | | |
|---|--------|--------|
| CMC, isohexal, 95% minimum, low or high chlorine amt., bgs., 24,000-lb. base | 1.25 | - |
| Cobalt, Hopewell, Va., 100% base | - | - |
| detergent makers, f.o.b. manu- facturing point | .84 | - |
| CMC, poly (polyethylene glycol) Coating photo, indust., liq. works ton | 250.00 | 255.00 |
| Coaster, 140-155, Federal specifica- tion RP-381 Type 1, bulk works | 350.00 | - |
| Cobalt acetate, dms., 11, frt. acid | 3.81 | 4.25 |
| Cobalt carbonate, powd., dms., frt. acid | 8.61 | 8.18 |
| Cobalt chloride, 5,000 lbs. or more, frt. acid | 4.15 | - |
| Cobalt hydroxide, 11, frt. acid | 8.20 | 10.65 |
| Cobalt metal, 99.5-99.9%, 250-kilo. dms., f.o.b. N.Y. Chicago, lb. | 11.70 | - |
| Cobalt naphthenate, liq., 8% Co., dms., f.o.b. N.Y. Chicago, lb. | 2.06 | - |
| Cobalt nitrate, dms., 11, frt. acid | 2.74 | 3.45 |
| Cobalt oxide, imp., black, 72-78% Co. | 8.81 | - |
| Cobalt oxide, 70-77% Co., lb. | 1.75 | - |
| Cobalt phosphate, powd., dms., divd. | 9.38 | - |
| Cobalt resinate fused, 3% Co., dms. | .35% | - |
| Cobalt sulfate, crystal, bgs., 10,000-lb. base | 2.81 | 3.54 |
| Cobalt sulfate, dms., 11, frt. acid | 4.66 | 6.02 |
| Cobalt tetrachloride, 5,000 lbs. or more, frt. acid | 2.16 | - |
| Coccolene bark, lvs., lb. | .40 | .46 |
| Cocoa butter, solid, f.o.b. (see Cocoa and Cocoa Beans market report). | 2.20 | - |
| Coconut oil acids, distilled, l.c., f.o.b. | .52 | .58 |
| double distilled, same base | .54 | .63 |
| Cod oil, B. Glouster, Mass., bulk | 6.50 | - |
| Codine alkaloid, NF, 25-kilo lots, lb. | 900.00 | - |
| Codaine phosphate, USP, cns., 25-kilo lots | 840.00 | - |
| Codine sulfate, NF, 25-kilo lots, lb. | 775.00 | - |
| Cod liver oil, NF, dms. | 6.80 | 7.25 |
| Copobutabene, am., lb. | 1.80 | - |
| Copelcol oil, cns. | 3.75 | - |
| Copper acetate, powd., tech., dms., t.l., works | .71 | .74 |
| Copper bromide (cupric) 200-lb. dms., 100,000-lb. per-year con- tract works | 1.34 | - |
| Copper carbonate, 55% Cu, dark, dense, 50-lb. bgs., c.t., works | 108.30 | - |
| light, fluffy, 50 lb. bgs., c.t., works | 109.30 | - |
| Copper chloride (cupric), anhyd., c.t., works | .90 | - |
| Copper cyanide, tech. dms., 24,000- lb. lots or more | 2.30 | 2.62 |
| Copper fluorate, (cupric), 25-kilo dms., t.l., works, frt. equivalent | .82 | - |
| Copper gluconate, FCC grade, 25-lb. dms., frt. acid | 6.50 | - |
| Copper metal electrolytic, 99.95% pure, domestic base | .821% | - |
| Copper naphthenate, liq., 8% Cu, dms., frt. acid | 1.19 | - |
| Copper nitrate (cupric), 25-kilo dms., t.l., works | .43% | - |
| Copper oleate, solid, 8% Cu, dms., works frt. acid | .97 | - |
| Copper oxide, black (cupric), dms., 80,000-lb. lots | 1.21 | - |
| red (cuprous), dms., 97% USN Type 1, (AA), 80,000-lb. lots | 1.18 | 1.20 |
| red, 90% Type 1, (AA), 80,000-lb. lots | 1.15 | - |
| Copper-S-quinoxalinate, 10%, liq. emulsion, t.l., divd. | 2.62 | - |
| Copper sulfate, crystal, pentahydrate, 98% bgs., c.t., f.o.b. works | 48.45 | - |
| CP, pentachloride, crystal, dms., l.c., works | 100 | 80.00 |
| monohydrated, 35% Cu, dms., l.c., works | 75.10 | - |
| basic, bgs., c.t., works | 68.30 | - |
| Confeder oil, USP, dms. | 32.00 | 34.00 |
| Confeder seed Moroccan | .38 | - |
| Confeder oil, (See Oil, Fat & Wax market report). | .38 | .37 |
| Conifol, crude, fuchs (aspestock), 95% acid New York | .13% | .14 |
| Corn oil, acid | .50 | - |
| Corn oil, 43 lbs. tank, f.o.b. works | .32 | .40 |
| Carbonate acetate, USP, dms., 5 kilo or more | 11.22 | 11.43 |
| Cottonseed meal & 20% flax meal Cottonseed oil, adulterated (aspe- stock), acid, 98%, tanks | .80 | - |
| Cottonseed oil, acidulated (aspe- stock), acid, 98%, tanks | .83 | - |
| Cottonseed oil, acid, 98%, tanks | .83 | - |
| Coumarin, NF X, crystal, over 600-lb. lots | .56 | - |
| Cream of tartar (potassium bitartrate), Cresote, coal tar, grade 1, tanks, f.o.b. works | 1.15 | 1.18 |
| Cresol, 60/20, tanks, same base, gal. | 1.134 | 1.17 |
| Cresol, 60/20, tanks, same base, lb. | .431 | - |
| m-Cresol, 95-98%, tanks, same base, lb. | 1.71 | - |
| m-Cresol, 95-98%, tanks, same base, lb. | 1.65 | - |
| m-p-Cresol, 98%, dms., f.o.b. works | .82 | - |
| O-Cresol, 98% pure, dms., f.o.b. works | .82 | - |
| buft, same base | .76 | - |
| 98% pure, dms., f.o.b. works | .87 | - |
| buft, same base | .76 | - |
| p-Cresol, 98%, dms., f.o.b. works | 1.22 | - |
| buft, same base | .86 | 1.18 |
| Cresylic acid, coal tar, metacresol content above 25%, resin and trisulphate phosphates grades, tanks, frt. acid | .58 | - |
| Cresylic acid, coal tar, metacresol content above 25%, resin and trisulphate phosphates grades, tanks, frt. acid | .58 | - |
| Crystalline acid, 200-lb. dms., t.l., f.o.b. works | 1.60 | - |
| Crotyl am., lb. | 1.60 | - |

| | | | |
|--|-------------|----------|---------|
| Cube root, powd., 5% rotenone, basals, 50-lb. bgs., t.l. works | .. lb. | .90 | - |
| Cumene, bulk, contract, f.o.b. | .. lb. | 1.14 | 14 |
| Cumin seed, Indian, bgs. | .. lb. | .95 | 1.00 |
| Cynarol, acid, dms. c.l. t.l. frt. aquad. | .. lb. | 1.16 | 1.37 |
| Cyrtanem aldehyde, 50% min. aldehyde content, dms. | .. lb. | 4.85 | - |
| 88.5%, dms. | .. lb. | 7.95 | 9.20 |
| Cyclohexanol, tech., bgs., wks. | .. lb. | .8825 | .9825 |
| 80-92% dms., tanks, f.o.b. | .. lb. | .52 | .58 1/2 |
| Cyclohexanone tech., tanks, f.o.b. tanks, dms. | .. lb. | .55 1/2 | .58 1/2 |
| Cyclohexylamine, tech., works | .. lb. | .58 | - |
| Cyclohexylamine, tech., works | .. lb. | .85 | - |
| 2,4-D acid, tech., 50-lb. bgs., c.l. t.l. | .. lb. | 1.10 | 1.25 |
| 2,4-D butyl ester, tech., 55-gal. dms., c.l. t.l. works, frt. aquad. | .. lb. | 1.30 | - |
| tanks, same basals | .. lb. | 1.25 | - |
| 2,4-D dimethylamine salt, c.o. t.l. works, frt. aquad. | .. lb. | 8.05 | - |
| Dacryl alcohol, mixed isomers, tanks, dms. | .. lb. | .72 | - |
| perfume grade, dms. | .. lb. | .35 | - |
| Dechlorinated phosphate (tricalcium), feed grade, 18% P, c.l., bulk, 100-lb. bgs. | .. lb. | 195.00 | 228.00 |
| Denatured alcohol, ethyl, CD18, CD19, tanks, divd. E. | .. gal. | 1.87 | - |
| NOTE: Tankcar sales require written authorization by Alcohol and Tobacco Tax Division. | | | |
| Denatured alcohol, ethyl, SD29, tanks, divd. E. | .. gal. | 1.81 | - |
| SD3A, tanks, divd. E. | .. gal. | 1.76 1/2 | - |
| SD23A, tanks, divd. E. | .. gal. | 1.89 | - |
| SD23H, tanks, divd. E. | .. gal. | 1.88 | - |
| SD29, tanks, divd. E. | .. gal. | 1.83 | - |
| SD3A, tanks, divd. E. | .. gal. | 1.72 1/2 | - |
| SD3A, tanks, divd. E. | .. gal. | 1.88 1/2 | - |
| Denatured alcohol, ethyl, brucine formula SD40, tanks, divd. E. | .. gal. | 1.83 | - |
| ethyl, optional formula, SD40, tanks, divd. E. | .. gal. | 1.82 1/2 | - |
| For all tankcar lots above formulas, prices are 12c. per gal. higher. | | | |
| West Coast divd. prices are the same as Eastern prices except in Idaho, Oregon and Washington where a 5c differential on tankcars is maintained. | | | |
| Desoxyephedrine hydrochloride (See Methamphetamine hydrochloride) | | | |
| Detergent alcohol, straight chain dodecylbenzene, tanks, barges, f.o.b. | .. lb. | .45 | - |
| Dextrin, com, canary dink, paper bgs., c.l. works | .. 100 lbs. | 28.04 | - |
| white, paper bgs., c.l. works | .. 100 lbs. | 27.43 | - |
| Dextrose, anhyd., coml., bgs., c.l. works | .. 100 lbs. | 41.10 | - |
| USP special, 100-lb. bgs., c.l. divd. New York | .. 100 lbs. | 48.50 | - |
| Dextrose, hydrated coml. bgs., c.l. divd. New York | .. 100 lbs. | 24.25 | - |
| Western zone | .. 100 lbs. | 25.60 | - |
| Diacetone alcohol, acetone free, tanks, divd. | .. lb. | 9.25 | 15.00 |
| Diacetyl, flavor grade, dms. | .. lb. | .62 | - |
| Diammonium phosphate, fert. grade, min. 18% N, 46% P, bulk, c.l., f.o.b. Fla. works | .. ton | 140.00 | 145.00 |
| Diammonium phosphate, feed grade, 18% N, 20% P, bulk, c.l., f.o.b. Fla. works | .. ton | 240.00 | - |
| ton bgs., same basals | .. ton | 250.00 | - |
| Diammonium phosphate, tech., bgs., c.l., t.l., works, frt. | .. 100 lbs. | 52.50 | - |
| aquad. | .. 100 lbs. | 57.75 | - |
| 2,4-D di-tert-amylphenol, min. 95.5% dms., c.l., t.l. works | .. lb. | 1.04 | - |
| tanks, works | .. lb. | 1.37 | - |
| Dianlyl, isoleuk, OT (yellow), dms., frt. aquad. | .. lb. | 8.20 | - |
| o-Dantidene dihydrochloride, 100% MW 244, dms., c.l., t.l. works | .. lb. | 4.25 | - |
| 2,6-Di-tert-butyl-p-Cresol (see Di-tert-butyl-p-Cresol) | .. lb. | 77 | 85 |
| Dibutyl malate tanks, f.o.b. works | .. lb. | .83 | .84 |
| Dibutyl phthalate, tanks, works | .. lb. | 1.74 | 1.89 |
| Dibutyl sebacate tanks, works | .. lb. | 1.12 | - |
| tanks, same basals | .. lb. | 1.08 | - |
| 2,5-Dichloroaniline, flakes, dms., works | .. lb. | 2.00 | - |
| fused, dms., works | .. lb. | 1.80 | - |
| 3,4-Dichlorobenzene, tech. 80%, sold, c.l., t.l., works, frt. aquad. | .. lb. | 1.46 | 1.57 |
| o-Dichlorobenzene, tech., 80%, dms., c.l., t.l., works | .. lb. | .52 | - |
| tanks, same basals | .. lb. | .46 | - |
| 98% ntl., dms., c.l., same basals | .. lb. | .54 | - |
| p-Dichlorobenzene, grade 100-50 dms., t.l., f.o.b. frt. aquad. | .. lb. | .51 | .52 |
| ton, ntl., same basals | .. lb. | .43 | .47 |
| 2,6-Dichloro-4-nitrobenzene, dms., 10.0 lbs. or more, works | .. lb. | 3.80 | - |
| Dichlorophenacyl chloride (see 2,4-D) | .. lb. | 1.35 | - |
| Dichloroaniline, dms. c.l. | .. lb. | 1.25 | - |
| tanks, same basals | .. lb. | 1.25 | - |
| Dicyclopentadiene, high purity, 97-99% tanks, works | .. lb. | .35 | - |
| Diethanolamine, tank, frt. aquad. | .. lb. | .44 | .47 |
| Diethylamine, lauryl sulfate, tanks, frt. aquad. | .. lb. | | |

| | |
|---|-------|
| Diethyl barbituric acid (see Barbit.) | |
| Diethyl carbonate, tankwagons, | lb. |
| D.i.c.b.s.w.k.e. | 1.10 |
| Diethyl ethanolamine, CP dms., l.f. | 1.18 |
| d.v.d., | 1.40 |
| tanks, d.v.d., | 1.10 |
| Diethyl ethanamine tech. bc. per lb. lower. | |
| Diethyl formaldehyde, dms., c.l., f.o.b. | 1.60 |
| works, | .96 |
| Diethyl phthalate, tanks, f.o.b. | 1.80 |
| odorless cosmetic grades, l.f., | .96 |
| works, | .97 |
| Diethyl stearate E. | .97 |
| Diethyl thiourea, dms., c.l., frt. alid. | .98 |
| works, | .24 |
| Di-2-ethylhexyl adipate (see Berlat.) | |
| Diethyl toluamide, 85-97% Diocetyl acetate | |
| lacomer, dms., l.f., f.o.b. | 2.76 |
| works, | 3.18 |
| N,N-Diethyl-m-toluidine, tech. lig., | 3.10 |
| dms., c.l., f.o.b. | 3.16 |
| tanks, same basis, | 1.30 |
| Diethylenediamine, dms., c.l., f.o.b. | 1.10 |
| tanks, same basis, | 1.12 |
| N,N-Diethylanthranilic, dms., c.l., l.f., f.o.b. | |
| works, | 1.73 |
| Diethylene base, | 1.85 |
| Diethylbenzene, tanks, | .96 |
| Di-2-ethylhexyl adipate (see Diocetyl acetate). | |
| Di-2-ethylhexyl phthalate (see Diocetyl phthalate). | |
| Diethylene glycol, tanks, d.v.d. E. | 296 |
| Diethylene glycol monobutyl ether, | .68 |
| dms., c.l., frt. alid. E. | .67 |
| tanks, frt. alid. E. | .67 |
| Diethylene glycol monoethyl ether, | .64 |
| dms., c.l., frt. alid. E. | .64 |
| tanks, frt. alid. E. | .64 |
| Diethylene glycol monophenyl ether, | .62 |
| dms., c.l., frt. alid. E. | .62 |
| tanks, frt. alid. E. | .62 |
| Diethylene glycol monosteryl ether ac- | .80 |
| etate dms., c.l., d.v.d. E. | .72 |
| Diethylene glycol monoethyl ether ac- | .80 |
| etate, dms., c.l., frt. alid. E. | .72 |
| tanks, frt. alid. E. | 1.60 |
| Diethylene triamine, tanks, | 1.70 |
| works, | 1.90 |
| Diethyleneetriamine pentacetic acid, | |
| pentasodium salt solution, | |
| tanks, cars/trucks, | 45 |
| equalized | .80 |
| Diglitoxin, USP imp. bts., gram | 240 |
| Diglycidyl laurate, dms., ton lots. | 32 |
| Diglycidyl sebacate, dms., l.f. | .88 |
| Dihydroxyacetone, dms., work | 1.10 |
| Dihydroxypropylene sulfide, bulk lots, | 48.00 |
| Dihydroxyterephthalonitrile, 50-100 lots, | |
| work | 40.00 |
| Di-isobutyl ketone, tanks, d.v.d. | 55 |
| Di-isobutyl phthalate tanks, d.v.d. | 55 |
| Di-isobutyline, tanks, f.o.b. Hous- | |
| ton | .37 |
| Di-isodecyl phthalate, tanks, d.v.d. | .40 |
| Diisononyl phthalate, tanks, d.v.d. | .40 |
| Di-iso-octyl azelate, tanks, d.v.d. | .40 |
| Di-iso-octyl phthalate, tanks, d.v.d. | .40 |
| Di-isopropandiolamine, dms., c.l., frt. | |
| alid. | .60 |
| tanks, same basis, | .58 |
| Di-isopropyllamine, dms., c.l. d.v.d. | 1.17 |
| tanks, same basis, | 1.07 |
| Dilauryl 3-nitrodiisopropanolate, dms., l.f. | |
| frt. alid. | 1.80 |
| Dill oil, USP dms. | 7.00 |
| Dimethyl antirrhizole, dms. | 15.00 |
| Dimethyl benzyl carbonyl acetate, 25- | |
| lb. dms. | 6.95 |
| Dimethyl carbonate, dms., l.f. | .90 |
| works, | |
| Dimethyl dichlorophenyl phosphate, 55- | |
| gal. dms., anhyd. | 1.90 |
| Dimethyl ethanediolamine, anhyd. dms. | 1.15 |
| divd. E. | 1.07 |
| tanks, divd. E. | 1.07 |
| Dimethyl ether, aerosol grade, tanks, | .58 |
| phthalate, | |
| Di-methyl phthalate, tanks, f.o.b. | .65 |
| works, | |
| Dimethyl sebacate, tanks, f.o.b. | 2.48 |
| work | |
| Dimethyl sulfate, ret. dms., c.l., f.o.b. | .57 |
| work, | .48 |
| tanks, | .78 |
| Dimethyl sulfoxide, tanks, | .97 |
| Dimethyl sulfoxide, tanks, works | .97 |
| Dimethylsulfolane, bulk, f.o.b. | .83 |
| Dimethylaniline, 25% concn, tanks, frt. | |
| aquad., 100% basis, | .83 |
| 40% soln., tanks, frt. aquad., 100% | |
| basis, | .83 |
| anhyr., tanks, frt. aquad., 100% | .83 |
| N,N-Diethylanthranilic, l.f., f.o.b. | 1.00 |
| l.f., | 1.00 |
| N,N-Dimethylformamide, dms., c.l., l.f. | .57 |
| f.o.b., work | 1.22 |
| tanks, same basis, | 1.22 |
| 2,4-Dinitrochloroform, tone-toner, CP, bgs. | |
| divd. E. of Rockies. | 1.20 |
| 2,4-Dinitrochlorobenzene, crystallizing | |
| 177, l.f., Charlotte, | .98 |
| N.C., | |
| 2,4-Dinitrophenol, 250-lb. dms., f.o.b. | 1.95 |
| Charlotte, N.C., | |
| Dinitrotoluene, mls., | .90 |
| works, | |
| 2,4-Dinitrotoluene, dms., c.l., l.f. | 1.26 |
| work, | 1.20 |
| tanks, work, | .81 |
| Diocetyl adipate, tanks, divd. E. | .81 |
| Diocetyl azelate, tanks, divd. E. | .81 |
| Diocetyl phthalate, tanks, divd. E. | .81 |
| Diocetyl sebacate, 99%, tanks, f.o.b. | 1.47 |
| work, | 1.19 |
| 1,4-Dioxane, tanks, frt. alid. E. | 1.21 |
| l.f., same basis | |
| Dipentaerythritol, bgs., c.l., l.f., | 1.20 |
| E. | |
| Dipentene stearyl diol, f.o.b. | .90 |
| P.T. works | .90 |
| sulfate turpentine derived, tanks, | |
| Dip of (see Tar acid) | |
| Diphenylhydramine hydrochloride, USP | |
| 1-Aldol lots, | 60.00 |
| divd. | |
| Diphenyl, 99.9%, bgs., c.l., l.f. | 60.00 |

[illegible][illegible]

| | | |
|--|---------|---------|
| chloride, sewage grade, 100 percent basis, f.o.b. works, tank works..... | 176.00 | 255.00 |
| nitrate, cryst., dms., U.I., f.o.b. lb..... | .84 | - |
| oxide (tech. gran., 50-lb. dms., f.o.b. works..... | 1.65 | - |
| oxides (see Iron Oxides)..... | - | - |
| phosphate, FCCG insoluble powder, dms. 10,000 lbs..... | 1.10 | 1.15 |
| pyrophosphate, soluble, purified, 50-lb. dms., U.I., f.o.b. lb..... | 1.11 | - |
| resinate, precip., 6.75% Fe, dms. ton lots rt. adl. | .45 | - |
| sulfate, partly hydrated, 100-lb. c.t. cl. works..... | 141.00 | - |
| bulk, works..... | 141.00 | - |
| ammonium chloride, NF, brown, green gran. 100 lb. dms., 2,000 lb. min., f.o.b. shipping pt. | 117.00 | - |
| ammonium nitrate, 100-lb. dms. 260-lb. dms., U.I., f.o.b. works..... | 2.00 | 2.95 |
| ammonium oxalate, fine gran. 250-lb. dms., U.I., f.o.b. works..... | .42 | - |
| hydroxide, ethylene diamine-triacetic acid, industrial grade, sodium salt, soln., 4.5% Fe, U.I., f.o.b. works..... | .55 | - |
| fluorid gran, sodium salt solution, 5% Fe, U.I., f.o.b. works..... | .84 | - |
| fluoroborate liq. conc., dms., U.I., works, rt. equiv. | .64 | - |
| glucinate, NF, U.I., works lb. dms..... | 2.25 | - |
| naphthenate, liq., 6%, Fe, dms., clvd..... | 1.17 | - |
| sulfate, moist, bulk, U.I., f.o.b. ton works..... | 30.00 | - |
| starch, gran., bulk, U.I., f.o.b. ton works..... | 145.00 | 150.00 |
| starch, gran., bulk, U.I., f.o.b. ton works..... | 170.00 | 180.00 |
| powder, 400-lb. dms..... | .49 | - |
| 250-lb. dms..... | .81 | - |
| Canada, dms..... | .48 | - |
| series, dms..... | 12.75 | - |
| oil, red., alkali tanks, c.t. | .29 | - |
| oil-cooled, tanks..... | .32 | .36 |
| acid pressed, dms., c.t. | .34 | - |
| oil, red., alkali tanks, c.t. | .28 | - |
| neal, dom., menhaden, 60% protein grd., bulk, f.o.b. Atlantic port..... | 295.00 | - |
| oil, Gulf port..... | 290.00 | - |
| Chilean, 85% protein min. bulk, c.t. U.I., ex works, f.o.b. Atlantic and Gulf ports..... | 285.00 | - |
| acid, dms., U.I., works, rt. equiv. | .70 | - |
| carbon, No. 11 bulk, tanks, dehyd..... | .57 | .84 |
| 12, bulk, same basis..... | 68 | .74 |
| 22, bulk, same basis..... | 105 | 1.14 |
| 113, bulk, same basis..... | 89 | .93 1/2 |
| 114, bulk, same basis..... | 102 | 1.08 |
| acid (see Hydrofluosulfic acid)..... | - | - |
| hydroxy, 37% methanol free (unacidified) dms., gulf..... | .088 | .0905 |
| 45% (1% methanol) tanks..... | .1015 | .1085 |
| (inhibited 7% methanol) dms..... | .0945 | .1025 |
| (inhibited 11-15% methanol) tanks..... | .1055 | .1080 |
| alkalis, tanks, f.o.b..... | .39 | - |
| dms., same basis..... | .44 | - |
| acid 90% tanks, f.o.b. works..... | .36 1/2 | - |
| 55% dms., c.t., works..... | .51 1/2 | - |
| oil, crystal., 18,000 kilos or more, dms..... | .90 | 1.03 |
| acid, 90-92% grade, bgs., U.I., rt. equiv. | .75 1/2 | .77 1/2 |
| grade, bgs., U.I., f.o.b. rt. equiv. | .82 1/2 | - |
| tanks, f.o.b. Cedar Rapids, Iowa and Belle Plaine, Mo..... | .75 | - |
| alcohol, tanks, f.o.b. Memphis, Tenn. and Omaha, Neb., .. | .72 | - |

| CHEMICAL PRICES | | | | | |
|-----------------------------------|-------|------|---|---|---|
| WEEK ENDING OCT. 24, 1986 | | | | | |
| bones, extracted, green, jelly- | - | - | - | - | - |
| grams, bgs., c.i. | - | - | - | - | - |
| jellygrams, bgs., c.i., f.o.b. | .88 | - | - | - | - |
| jellygrams, bgs., c.i., f.o.b. | .78 | - | - | - | - |
| jellygrams, bgs., c.i., f.o.b. | .77 | - | - | - | - |
| jellygrams, bgs., c.i., f.o.b. | .79 | - | - | - | - |
| jellygrams, bgs., c.i., f.o.b. | .87 | - | - | - | - |
| jellygrams, bgs., c.i., f.o.b. | .93 | - | - | - | - |
| hide, | - | - | - | - | - |
| jellygram, bgs., t.l., f.o.b. | .80 | - | - | - | - |
| jellygrams, bgs., t.l., f.o.b. | .85 | - | - | - | - |
| jellygrams, bgs., t.l., f.o.b. | .80 | - | - | - | - |
| jellygrams, bgs., t.l., f.o.b. | .85 | - | - | - | - |
| jellygrams, bgs., t.l., f.o.b. | 1.00 | - | - | - | - |
| jellygrams, bgs., t.l., f.o.b. | 1.05 | - | - | - | - |
| jellygrams, bgs., t.l., f.o.b. | 1.10 | - | - | - | - |
| jellygrams, bgs., t.l., f.o.b. | 1.15 | - | - | - | - |
| jellygrams, bgs., t.l., f.o.b. | 1.20 | - | - | - | - |
| jellygrams, bgs., t.l., f.o.b. | 1.25 | - | - | - | - |
| jellygrams, bgs., t.l., f.o.b. | 1.30 | - | - | - | - |
| jellygrams, bgs., t.l., f.o.b. | 1.35 | - | - | - | - |
| jellygrams, bgs., t.l., f.o.b. | 1.40 | - | - | - | - |
| wine, nat. ref., USP, CP 85%+ | 6.65 | - | - | - | - |
| tanks, divid. | .89½ | - | - | - | - |
| CP, nat. 88%, tanks, divid. | .87% | - | - | - | - |
| 98%, tanks divid. | .89 | - | - | - | - |
| 99.5%, tanks divid. | .91 | - | - | - | - |
| (see Aminoacetic acid) | - | - | - | - | - |
| glycolate, 100-lb. lbs. dms. | - | - | - | - | - |
| f.o.b. | 14.50 | - | - | - | - |
| acid (see Hydroxyacetic acid) | - | - | - | - | - |
| c40% soln., bulk, tanks, | - | - | - | - | - |
| divd. | .44½ | - | - | - | - |
| fruit oil, Fla. dms. | 3.00 | - | - | - | - |
| dms. | 3.00 | - | - | - | - |
| oil. | 3.00 | - | - | - | - |
| te, amorph. powd., bgs., dms. | - | - | - | - | - |
| ex whse. | .18 | 40 | - | - | - |
| cr. 88-90%, powd., bgs., dms. | - | - | - | - | - |
| ex whse. | 30 | 60 | - | - | - |
| cr. crystal, 90-92% powd., bgs. | - | - | - | - | - |
| dms., ex whse. | .40 | .75 | - | - | - |
| cr. 95% powd., bgs., dms., ex | - | - | - | - | - |
| whse. | 50 | 80 | - | - | - |
| te, amorph. crystal, 97%+and up, | - | - | - | - | - |
| powd., bgs., dms., ex | - | - | - | - | - |
| whse. | .80 | 1.20 | - | - | - |
| fl, flake, No. 1, 90-95% bgs., | - | - | - | - | - |
| dms., ex whse. | .65 | .75 | - | - | - |
| cr. 2, 90-95% bgs., dms., ex | - | - | - | - | - |
| whse. | .65 | .75 | - | - | - |
| (See Oleo & Waxses market report) | - | - | - | - | - |
| (See Lard oil). | - | - | - | - | - |
| tech. 500-lb.dms., 24,000lb. | - | - | - | - | - |
| min., f.o.b. Wafford, | 2.70 | - | - | - | - |
| Conn. | 3.75 | - | - | - | - |
| wood oil, dms. | 1.76 | - | - | - | - |
| um, edite, bgs., c.i., f.o.b. | - | - | - | - | - |
| ship't pl. | .50 | .75 | - | - | - |
| l. bgs., high viscosity, c.i., | - | - | - | - | - |
| same basis | .50 | .85 | - | - | - |
| in, dms. | 8.00 | 8.25 | - | - | - |
| oil (see Spruce oil) | - | - | - | - | - |
| leaves, bis. | .56 | - | - | - | - |
| indust. tanks, f.o.b. Beau- | - | - | - | - | - |
| nort, Tex. | 1.07 | - | - | - | - |
| tanks, f.o.b. Houston, | - | - | - | - | - |
| Tex. | 1.18 | - | - | - | - |
| acid, syn., tanks, f.o.b. | .85 | - | - | - | - |
| acid, syn., tanks, f.o.b. | .43½ | - | - | - | - |
| ophthalic anhydride, tech. | - | - | - | - | - |
| dms., t.l., f.o.b. works | 1.42 | - | - | - | - |
| polyethyleneamine, gran, bgs. | - | - | - | - | - |
| , t.l., works | .65 | - | - | - | - |
| dms., c.i., t.l., works | .69 | - | - | - | - |
| bgs., c.i., t.l., works | .60 | - | - | - | - |
| rd dms, c.i., t.l., works | .83 | - | - | - | - |
| duct, tank, works. | 1.01 | 1.15 | - | - | - |
| alk. tanks, f.o.b. Houston, | - | - | - | - | - |
| ex. | 1.12 | - | - | - | - |
| syn., tanks, f.o.b. | .50 | - | - | - | - |
| sobol, mixed formers, | - | - | - | - | - |
| alcoholate, dms., c.i., | .32 | - | - | - | - |
| works | .75¼ | - | - | - | - |
| yool, tanks, divid. | .50 | - | - | - | - |
| ciol, USP, dms., 25-lb. lots | - | - | - | - | - |
| more, in. add. | 30.00 | - | - | - | - |
| hydrocarbon, USP, 10- | - | - | - | - | - |

שלום

WEEK ENDING OCT. 24, 1986

Geophagethyridae, duskyish green

| | | |
|--|-----|--------|
| Producers, grade, consumers, tanks, dms. | lb. | 28 1/2 |
| Peric acid, dms. | lb. | 31 |
| Permanganate 25-40% a.c. | lb. | 2.56 |
| salts, dms., mt. std. | lb. | 6.25 |
| barium salts, same basis. | lb. | 6.25 |
| Pot. bismut. I.O.B. | lb. | 3.25 |
| Potassium chloride, 50% a.c. | lb. | 8.00 |
| Petroleum, USP, snow white, dms., c.i. rely. | lb. | 375 |
| tanks, rely. | lb. | 310 |
| USP, snow white, dms., c.i. rely. | lb. | 375 |
| tanks, rely. | lb. | 310 |
| USP, by white, dms., c.i. rely. | lb. | 370 |
| Petroleum, USP, light white, tanks, rely. | lb. | 365 |
| USP, cream, dms., c.i. rely. | lb. | 308 |
| tanks, rely. | lb. | 30 |
| USP, soft yellow, dms., c.i. rely. | lb. | 330 |
| tanks, rely. | lb. | 325 |
| USP, amber, dms., c.i. rely. | lb. | 345 |
| tanks, rely. | lb. | 30 |
| Petroleum sulfonic (see Asphalt, petroleum). | | |
| cont. HMW, bulk, works. | lb. | 494 |
| MMW, same basis. | lb. | 49 |
| LMW, same basis. | lb. | 49 |
| Prices for feed lots, 20-25 lbs. per cwt., lower on contract. | | |
| Phenacetin USP, powder, 200-lb. ctns. | lb. | 2.20 |
| 1,000-lb. lots, dms. | lb. | 2.22 |
| 100-lb. lots, dms. | lb. | 2.00 |
| p-Phenethiol, c.i., l.o.b. | lb. | 2.00 |
| Phenobarbital, USP, dms., 500-lb. ctns. | lb. | 19.50 |
| l.o.b., works. | lb. | 27.00 |
| Phenol, kys, tanks, ft. equiv. | lb. | 26 |
| p-Phenolsulfonic acid, 65% a.o.n., 100-lb. works. | lb. | 84 |
| tanks, same basis. | lb. | 58 |
| Phenothiazine, indus. grade, 50-lb. bags, c.i., l.o.b. | lb. | 2.33 |
| pure, same basis. | lb. | 2.69 |
| Phenyl acetate, dms., 100-lb. lots, works. | lb. | 1.04 |
| Phenylacetic acid, pure cyst., 25-lb. ctns. | lb. | 4.50 |
| di-Phenylalanine, 25-lb. ctns. | lb. | 84.00 |
| 1-Phenyl-3-carbethoxy propylene-5, dms., 200-lb. dms. | lb. | 3.07 |
| m-Phenylenediamine, cont. dms., c.i., l.o.b., works. | lb. | 2.45 |
| o-Phenylenediamine, fused, dms., l.o.b., works. | lb. | 3.25 |
| p-Phenylenediamine, l.o.b., works. | lb. | 4.00 |
| Phenylephrine hydrochloride, USP 100-lb. lots, c.i. more. | lb. | 175.00 |
| 2-Phenylethanol, NF, dms. | lb. | 2.10 |
| 2-Phenylethylamine, 30,000 lbs. ctns., ft. equiv. | lb. | 1.50 |
| Phenylhydrazine, 50% a.c., 25-lb. ctns. | lb. | 5.50 |
| Phenylglyoxylic acid (see Mandelic acid). | | |
| Phenylpropazine, 95% dms. | lb. | 3.50 |
| 1-Phenyl-3-methyl-5-pyrrolone, dms., 250-lb. lots dms. | lb. | 1.80 |
| o-Phenophenol, dms., l.o.b. | lb. | 1.35 |
| p-Phenophenol, U.S., 40,000 lbs. works. | lb. | 1.85 |
| Phenylpropionamide hydrochloride, 100-lb. dms. | lb. | 24.00 |
| Phenylselenate, purified, cyst., dms. | lb. | 2.75 |
| tech, cyst., E. | lb. | 2.25 |
| flake, E. | lb. | 2.35 |
| Phosphate toner (red 90), dms. | lb. | 1.95 |
| Phosgene, 1-ton lot, c.i., 5 to 6-cvt. quantities, works. | lb. | 55 |
| Phosphate rock, fls. and lumps, run of mine, 65% a.c., 5-cvt. lots, bulk, c.i. mine. | lb. | 23.15 |
| ton vespel, Tampa, same basis. | lb. | 26.00 |
| Phosphoric acid, cont. and tech. grades, 75% a.c., 100-lb. works. | lb. | 29.00 |
| 85% tanks, works. | lb. | 31.00 |
| 85% H.F. tanks, l.o.b. freight equal. | lb. | 33.50 |
| Food grade prices \$2.00 above tech. grade. | | |
| Phosphoric acid, agricultural grade, 52-54% a.p.a., tanks. | lb. | 3.10 |
| works, super, min. 70% a.p.a., same basis. | lb. | 3.45 |
| Phosphorus, white (yellow) solid dms., c.i. works. | lb. | 1.00 |
| tanks, works, l.o.b., works. | lb. | .91 |
| Phosphorus oxychloride, tanks, ft. equiv. | lb. | 3.40 |
| Phosphorus pentoxide, 100-lb. dms., c.i., works. | lb. | 50.00 |
| lots, same basis. | lb. | 60.00 |
| Phosphorus pentoxide, dms., l.o.b., works. | lb. | .82 |
| Phosphorus sesquisulfide, dms., c.i., works. | lb. | .38 |
| Phosphorus trichloride, dms., c.i., works. | lb. | .35 |
| tanks, works. | lb. | .35 |
| Phthalic anhydride, flake, c.i., l.o.b., ft. equiv. | lb. | .30 |
| molar tons, same basis. | lb. | .27 |
| Prices 1-lb. per lb. higher on the West Coast. | | |
| Phthalic anhydride, tanks, works. | lb. | .65 |
| Phthalic anhydride blue toner, red shade, 50-lb. ctns., c.i. of butenes. | lb. | 8.10 |
| green shade, same basis. | lb. | 6.40 |
| rosinated, dms., same basis. | lb. | 8.20 |

| | | |
|---|----------|----------|
| Phthalocyanine blue color, water dispersible, | 7.05 | 7.75 |
| Phthalocyanine green toner, as grades, | 8.10 | 10.10 |
| Phthalocyanine green toner, as grades, | 7.45 | 9.20 |
| Phthalocyanine green toner, as grades, | 6.61 | - |
| Phthalocyanine green toner, as grades, | 2.81 | - |
| Phthalocyanine green toner, as grades, | 6.00 | - |
| Phthalocyanine green toner, as grades, | 5.00 | - |
| Phthalocyanine green toner, as grades, | 2.20 | - |
| Phthalocyanine green toner, as grades, | 1,500.00 | 2,000.00 |
| Phthalocyanine green toner, as grades, | 14.80 | - |
| Phthalocyanine green toner, as grades, | 47.00 | 63.00 |
| Phthalocyanine green toner, as grades, | 61.00 | 64.00 |
| Phthalocyanine green toner, as grades, | 1.82 | - |
| Phthalocyanine green toner, as grades, | 18 | 23 |
| Phthalocyanine green toner, as grades, | 2.30 | - |
| Phthalocyanine green toner, as grades, | 35 | 40 |
| Phthalocyanine green toner, as grades, | 1.80 | - |
| Phthalocyanine green toner, as grades, | 2.25 | 2.35 |
| Phthalocyanine green toner, as grades, | 2.00 | - |
| Phthalocyanine green toner, as grades, | 1.60 | - |
| Phthalocyanine green toner, as grades, | 1.80 | - |
| Phthalocyanine green toner, as grades, | 6.92 | - |
| Phthalocyanine green toner, as grades, | 5.00 | - |
| Phthalocyanine green toner, as grades, | 560.00 | - |
| Phthalocyanine green toner, as grades, | 1.84 | 1.88 |
| Phthalocyanine green toner, as grades, | 51 | 53 |
| Phthalocyanine green toner, as grades, | 58 | 62 |
| Phthalocyanine green toner, as grades, | 43 | 46 |
| Phthalocyanine green toner, as grades, | 43 | 46 |
| Phthalocyanine green toner, as grades, | 47 | 48 |
| Phthalocyanine green toner, as grades, | 45 | 48 |
| Phthalocyanine green toner, as grades, | 55% | 57 |
| Phthalocyanine green toner, as grades, | 38 | - |
| Phthalocyanine green toner, as grades, | 37 | - |
| Phthalocyanine green toner, as grades, | 35 | - |
| Phthalocyanine green toner, as grades, | 38 | 42 |
| Phthalocyanine green toner, as grades, | 38 | 42 |
| Phthalocyanine green toner, as grades, | 36 | 40 |
| Phthalocyanine green toner, as grades, | 40 | 43 |
| Phthalocyanine green toner, as grades, | 40 | 45 |
| Phthalocyanine green toner, as grades, | 45 | 48 |
| Phthalocyanine green toner, as grades, | 647 | - |
| Phthalocyanine green toner, as grades, | 70 | 74 |
| Phthalocyanine green toner, as grades, | 57% | 72 |
| Phthalocyanine green toner, as grades, | 587 | 687 |
| Phthalocyanine green toner, as grades, | 52 | - |
| Phthalocyanine green toner, as grades, | 73 | - |
| Phthalocyanine green toner, as grades, | 73 | - |
| Phthalocyanine green toner, as grades, | 45 | 48 |
| Phthalocyanine green toner, as grades, | 50 | 58 |
| Phthalocyanine green toner, as grades, | 53 | 80 |
| Phthalocyanine green toner, as grades, | 48 | - |
| Phthalocyanine green toner, as grades, | 51 | - |
| Phthalocyanine green toner, as grades, | 52 | - |
| Phthalocyanine green toner, as grades, | 59 | - |
| Phthalocyanine green toner, as grades, | 73 | - |
| Phthalocyanine green toner, as grades, | 1.00 | 1.08 |
| Phthalocyanine green toner, as grades, | 1.06 | - |
| Phthalocyanine green toner, as grades, | 50 | - |
| Phthalocyanine green toner, as grades, | 38 | - |
| Phthalocyanine green toner, as grades, | 47 | - |
| Phthalocyanine green toner, as grades, | 37 | 47 |
| Phthalocyanine green toner, as grades, | 58 | 6 |
| Phthalocyanine green toner, as grades, | 55 | 47 |
| Phthalocyanine green toner, as grades, | 59 | - |
| Phthalocyanine green toner, as grades, | 53 | - |
| Phthalocyanine green toner, as grades, | 13.00 | - |
| Phthalocyanine green toner, as grades, | 18.06 | - |
| Phthalocyanine green toner, as grades, | 42.35 | - |
| Phthalocyanine green toner, as grades, | 90 | 1.3 |
| Phthalocyanine green toner, as grades, | 31% | - |

| | | | |
|--|----------|--------|--------|
| Potassium bichromate, gran., 400-lb. dms., c.i., l.i., works..... | lb. | .48 | - |
| Potassium bitartrate, tech., dms., l.i., work, frt. equivd..... | lb. | .45 | .49 |
| Potassium bifluoride, NF, gran., powd., bgs..... | lb. | .90 | 1.20 |
| Potassium borohydride, powd., dms., 100-100 lbs. works..... | lb. | 18.00 | 20.00 |
| Potassium bromide, NF, gran., dms., c.i., f.o.b. works..... | lb. | 1.08 | - |
| Potassium carbonate, NF, gran., dms., c.i., f.o.b. works..... | lb. | 1.12 | - |
| Potassium carbonate, NF, gran., dms., c.i., l.i., works..... | 100 lbs. | 14.80 | - |
| dms., c.i., l.i., works..... | 100 lbs. | 20.85 | - |
| calored, 99-100% K ₂ CO ₃ hopper cars or trucks..... | lb. | 32.50 | - |
| bgs., c.i., l.i., works..... | 100 lbs. | 35.20 | - |
| dms..... | 100 lbs. | 38.40 | - |
| Potassium carbonate, gran., purif., 400-lb. dms., 6-in. lots..... | lb. | 4.0 | .45 |
| Potassium chromate, crys., c.i., works..... | lb. | .14½ | - |
| powd., dms., c.i., works..... | lb. | .30 | - |
| purif., gran., 325-lb. dms., f.o.b. shipping point..... | lb. | .40 | - |
| Potassium chloride, NF, gran., dms., 99.95% KCl, bulk, c.i., f.o.b. works..... | ton | 105.00 | - |
| USP crys. dms..... | lb. | 1.12 | - |
| USP powd. dms..... | lb. | .87 | - |
| Potassium chloride, agricultural (see Potassium muriate), | | | |
| Potassium chromate, purif., crys., dms., works..... | lb. | .57 | - |
| Potassium citrate, NF, gran., 200-lb. dms., frt. equivd..... | lb. | .93½ | - |
| Potassium cyanide, dms., 20,000-lb. lots or more, f.o.b. works..... | lb. | 1.32 | - |
| Potassium dichromate (see Potassium bichromate)..... | | | |
| Potassium fluoride, tech., dms., c.i., l.i., works, frt. equivd..... | lb. | 1.40 | 1.42 |
| Potassium fluoride, anhyd., dms., l.i., works..... | lb. | 1.68 | - |
| Potassium gluconate, dms., l.i., f.o.b. works..... | lb. | 1.45 | - |
| Price W. of Denver fee per lb. higher | | | |
| Potassium guaiacolsulfonate, 300-lb. dms., 600 lbs. or more frt. equivd..... | lb. | 2.10 | - |
| Potassium hydroxide, NF, gran., tech., (see Potassium hydroxide, USP, pellets) | | | |
| 100-lb. dms., c.i., l.i., works, frt. equivd..... | lb. | 1.29 | 1.31 |
| Potassium iodide, USP gran., crys., dms., 1,000-lb. dms., frt. equivd..... | lb. | 10.72 | 12.99 |
| ACS grade truckload..... | lb. | 11.32 | 13.55 |
| Potassium-magnesium sulfate, std., bgs., works..... | lb. | 59.00 | - |
| std. basis, 50% K ₂ SO ₄ and 56% MgSO ₄ bulk, work..... | lb. | 67.00 | - |
| Potassium metasilicate, gran., dms., l.i., works..... | lb. | .44 | - |
| Potassium muriate, 60-62.4% min. K ₂ O, std., bulk, c.i., frt. equivd., f.o.b. SE..... | ton | 44.00 | 45.00 |
| Canada..... | | | |
| seal, fine std., f.o.b. | ton | 47.00 | - |
| Seale, Bulk Seal..... | ton | 49.00 | 50.00 |
| gran., f.o.b. Seal..... | ton | 50.50 | 51.50 |
| Potassium nitrate, frt. grade, std., 50-ton c.i., divd. SE..... | ton | 267.00 | 274.00 |
| tech., gran., bgs., c.i., min. 50 tons, divd..... | ton | 287.00 | 294.00 |
| Potassium oxalate, neutral, fine gran., powd., 300-lb. dm., frt. equivd..... | lb. | 2.64 | - |
| Potassium persulfate, gran., bgs., c.i., works..... | lb. | 1.01 | - |
| dms., same basis..... | lb. | 1.08 | - |
| Potassium persulfate powder 15c. per lb. higher. | | | |
| Potassium perchlorate, dms., c.i., works..... | lb. | .78 | - |
| Potassium permanganate, free flowing, bulk, hopper trucks, works..... | lb. | 1.09 | - |
| 50-lb. dms., same basis..... | lb. | 1.20 | - |
| 50-lb. dms., same basis..... | lb. | 1.17 | - |
| Potassium permanganate, USP, 50-lb. bgs., works, c.i., l.i., works..... | lb. | 1.38 | - |
| Potassium persulfate, 225-lb. lots, 24,000 lbs. or more, f.o.b. plant..... | ton | 78.80 | - |
| c/i same basis..... | cwt. | 72.50 | - |
| Potassium pyrophosphate tetrabasic, bgs., c.i., l.i., works, E, frt. equivd..... | lb. | 43.75 | 47.25 |
| bulk, same basis..... | 100 lb. | 48.00 | 49.50 |
| Potassium sesquifluoride, USP, gran., 200-lb. dms., 2,000 lbs. or more, works, frt. std..... | lb. | 1.92 | - |
| USP, powd., 300-lb. dms., 2,000 lbs. or more, same basis..... | lb. | 1.42 | - |
| Potassium silicofluoride, soln., 28-30.2 Ba., 2.5 ratio, dms., c.i., l.i., works..... | 100 lbs. | 18.90 | - |
| dms., c.i., l.i., works..... | 25.90 | - | - |
| Potassium silicofluoride, 40-40.5 Ba., 2.1 to 2.0, l.i., works..... | 100 lbs. | 26.05 | - |
| 40-40.5 Ba., 2.1 ratio, dms., c.i., l.i., works..... | 100 lbs. | 32.05 | - |
| Potassium silicofluoride, 30-30.4 Ba., 2.1-2.2 ratio, l.i., works..... | 100 lbs. | 28.10 | - |
| dms., c.i., l.i., works..... | 100 lbs. | 33.10 | - |
| solid or glass, 2.15 ratio, dms., c.i., l.i., works..... | 100 lbs. | 53.30 | - |
| solid or glass, 2.5 ratio, dms., c.i., l.i., works..... | 100 lbs. | 45.85 | - |
| "Ratio" indicates percentage by weight of SiO ₂ divided by percentage by weight of K ₂ O | | | |
| Potassium silicofluoride, bgs., c.i., l.i., frt. equivd..... | lb. | .11½ | .12 |
| Potassium-sodium tartrate, NF, gran., powd., dms..... | lb. | .80 | 1.20 |
| Potassium sorbate, l.i., works..... | lb. | 2.20 | 3.10 |
| Potassium stannate, dms., frt. equivd..... | lb. | N.A. | - |
| Potassium sulfate, agricultural grade, min. 60% K ₂ O std., bulk, c.i., l.i., works..... | ton | 160.00 | 160.00 |

| | | |
|---|--------|-------|
| Potassium tetraborate, gran., bgs., c.i. | | |
| works, lb. | 1.10 | |
| Pot., same basis, lb. | 1.18 | |
| Potassium tetraborate powder 150, crys- tal, lb. | 1.18 | |
| Potassium thiocyanate, USP, per ton | | |
| 225-lb lots, 100-m. lots, lb. | 4.01 | |
| tech., cryst. dms., 100-m. lots, lb. | .82 | |
| Potassium titanate, ctns., c.i., works, lb. | .714 | |
| Potassium titanium fluoride, tech., dms., t.l., works, lb. | 1.24 | 1.20 |
| Potassium-zirconium fluoride, tech., dms., t.l., works, f.r.t. | | |
| equed, lb. | .78 | |
| Prednisolone USP, 100-m. lots, lb. | 1.03 | |
| Prednisolone acetate, USP, dms., 5 kilos or more, lb. | 1.12 | |
| Prednisone glycol, indust., USP, dms., 5 kilos or more, lb. | 1.12 | |
| Procaine hydrochloride, USP, antiseptic grade, dms., 2,000-lb. lots, fr. afd. | 4.86 | 5.75 |
| Procaine hydrochloride, USP, ampulo grade, dms., 1,000- lb. lots, fr. afd. | 4.86 | 5.80 |
| Propionic anhydride, f.o.b. East Coast, lb. | .394 | |
| Propionic acid, synth. pure, tanks, divd. E., lb. | .33 | .34 |
| n-Propyl acetate, tanks, divd., lb. | .504 | |
| n-Propyl alcohol, tanks, divd., lb. | .42 | .41 |
| n-Propyl dms., 100 to 2,000-lb. lots, divd., lb. | .11.50 | |
| n-Propyl-p-hydroxybenzoate, USP, 500 kilos, lb. | 10.80 | |
| tech., 100-lb. lots, on order (see n-Propyl-p-hydroxybenzoate) | 10.75 | |
| Propyl thioaurate, dms., 50-kilo lots or more, lb. | 85.00 | |
| n-Propylamine dms., c.i., divd., lb. | .75 | .80 |
| Propylene, polymer grade, f.o.b. Tex. and La Gulf Coast points, lb. | .174 | |
| chemical grade same basis, lb. | .184 | .18 |
| USP tanks, f.o.b. East Coast, lb. | .40 | .41 |
| USP tanks, f.o.b. East Coast, lb. | .43 | .44 |
| Propylene glycol monomethyl ether, tanks, divd. E., lb. | .40 | |
| Propylene oxide, tanks, f.o.b. works, equed, lb. | .474 | |
| Pyillium seed, USP powder bgs., lb. | 1.80 | 1.75 |
| Purifics, com. fine, 4-F-0, bgs., ton lots, lb. | 27.00 | |
| medium 0-1-10, best on order, ton | 30.00 | |
| coarse, 2-extra coarse, bgs., ton lots, lb. | 300.00 | |
| Purifics, imp., hagen, finest, bgs., ton lots, lb. | 280.00 | |
| coarse, bgs., ton lots f.o.b. East Coast, lb. | 350.00 | |
| coarse, bgs., ton lots f.o.b. East Coast, lb. | 300.00 | |
| Pyrazolone red (red 38), dms., works, lb. | 5.25 | 5.55 |
| Pyrethrum flowers, fine grd. 0.9% pyrethrins, ton lots, fr. afd. | 1.91 | |
| Pyrethrum, purif., 20% pyrethrins, tanks, works, lb. | 37.50 | 37.75 |
| Pyridine, refd., 2-deg., c.i. works dms., lb. | 5.90 | |
| tanks, lb. | 5.70 | |
| Pyridoxine hydrochloride, USP, 100 kilos or more, divd., lb. | 29.00 | 30.00 |
| Pyrites, Canadian 48-50% S. mines, lb. | 4.50 | 5.00 |
| Pyrogallol, 100-lb. dms., 1,000-lb. lots, divd., lb. | 13.70 | 15.25 |

[illegible][illegible]

| | | | |
|--|----------|---------------------------------|---------------------------------|
| Sodium orthosilicate, tech., anhyd. | | | |
| bgs., c.I., works | 100 lbs. | 34.50 | |
| Sodium orthosilicate, tech., anhyd., flake, dms., c.I., works | 100 lbs. | 27.45 | |
| bgs., c.I., works | 100 lbs. | 26.25 | |
| Sodium oxalate, 99%, bgs., c.I., works | lb. | .45 | |
| Sodium pentachlorotriphosphate, beads c.I., 30,000 lb/min. | lb. | .67 | |
| bgs. | lb. | .66 | |
| Sodium pentaborate (see Pentaborate-sodium). | | | |
| Sodium perborate, tetrahydrate, tech., bgs., c.I., I., works | lb. | .32 ¹ / ₂ | .36 ¹ / ₂ |
| Sodium persulfate, 25% dms., 24,000 lbs. or more, f.o.b. plant | lb. | .63 ¹ / ₂ | |
| 55-lb. ctns. same basis | lb. | .62 | |
| Sodium phenoborate (see Phenoborate-Sodium). | | | |
| Sodium phosphosulfate, powd., dms., c.I., 30,000 lb/min. | lb. | .76 | |
| Sodium phosphate, anhyd., dibasic tech., bgs., c.I., I., works, frt. equivd. | 100 lbs. | 64.50 | |
| food grade, same basis | 100 lbs. | 67.50 | |
| Sodium phosphate, monobasic, tech., same basis | 100 lbs. | 66.75 | |
| food grade, same basis | 100 lbs. | 68.75 | |
| tribasic, tech., same basis | 100 lbs. | 62.75 | |
| food grade, same basis | 100 lbs. | 63.25 | |
| chlorinated, same basis | 100 lbs. | 31.50 | |
| cryst., food grade | 100 lbs. | 30.50 | |
| els. | 100 lbs. | 35.50 | |
| USP, dried, powd., bgs., dms., works | lb. | .19 | .20 ¹ / ₂ |
| Sodium picramate, tech., 200 lbs. dms., dry basis, divd. | lb. | 6.50 | |
| more, f.o.b. frt. equivd. | lb. | .54 | |
| Sodium pyrophosphate, anhyd., c.I., works, frt. equivd. | 100 lbs. | 58.25 | |
| food grade, non-leavening, bgs., c.I., works, frt. equivd. | 100 lbs. | 61.25 | |
| Sodium pyrophosphate, ferric, dms., c.I., I., works | lb. | .3880 | |
| Sodium pyrophosphate, tetraabasic anhyd., tech., bgs., c.I., I., works, frt. equivd. | 100 lbs. | 44.75 | |
| bulk, hopper cars, same basis | 100 lbs. | 42.50 | |
| els. | 100 lbs. | 43.50 | |
| food grade, bgs., c.I., I., same basis | 100 lbs. | 53.00 | |
| Sodium selenate, USP, cryst., 200 lbs. dms., 1,000-lb. lots or more, works | lb. | 3.00 | |
| USP, powd., 200-lb. ctns., 1,000-lb. lots or more, same basis | lb. | 3.05 | |
| Sodium sesquicarbonate, bgs., c.I., I., works | ton | 170.00 | |
| bgs., c.I., I., works | 100 lbs. | 18.00 | |
| Sodium silicate, solid, or glass, 3.22-3.25 ratio, bulk, c.I., works | 100 lbs. | 15.70 | |
| bgs., c.I., I., works | 100 lbs. | 27.75 | |
| 1.95-2.00 ratio, bulk, c.I., I., works | 100 lbs. | 20.30 | |
| bgs., c.I., I., works | 100 lbs. | 22.15 | |
| soln., 37.6° solid, 3.22-3.25 ratio, bulk, c.I., I., I., works | 100 lbs. | 6.30 | |
| "Ratio" indicates percentage weight of SiO ₂ divided by percentage by weight of Na ₂ O | | | |
| Sodium silicofluoride, bgs., c.I., I., works, frt. equivd. | 100 lbs. | 17.95 | 19.75 |
| Sodium stannate, same basis | lb. | N.A. | |
| Sodium sulfatate, dms., works | 100 lbs. | .22 | |
| 1,000-lb. lots | lb. | 23 ¹ / ₂ | |
| tech., dried, reyn.-grade, works, Gulf. | ton | 90.00 | 96.00 |
| Sodium sulfite, West, bulk, c.I., works, frt. equivd. | ton | 80.00 | 101.00 |
| bulk, c.I., same basis | 100 lbs. | 113.00 | 114.00 |
| Sodium sulfite, photo-grade, tech., bgs., c.I., works | 100 lbs. | 47.00 | 63.00 |
| Sodium sulfite, flake, 70-72% dms., c.I., works, frt. equivd. | ton | 500.00 | |
| lq., 44-46% tanks, works, frt. equivd. | ton | 500.00 | |
| Sodium sulfite, flake, dms., c.I., works, frt. equivd. | ton | 470.00 | |
| bgs., same basis | ton | 410.00 | |
| Sodium sulfite, fused, dms., c.I., works, frt. equivd. | ton | 240.00 | |
| Sodium sulfite, dry, tech. 85-100% bgs., f.o.b. works | lb. | 23.75 | |
| Sodium sulfonate CP (see Sodium thiocyanate). | | | |
| Sodium tetraborate (see Borax). | | | |
| Sodium tetrathiosulfate, liq. 84% dms., c.I., works, frt. equivd. | lb. | 540.00 | |
| Sodium thioacetate, purif., cryst., 250-lb. ctns., 6 dms. or more f.o.b. works | lb. | 3.25 | |
| tech., anhyd. dms., 2 dms. or more, works | lb. | .97 | |
| Sodium thiosulfate, tech., photo-grade, anhyd., 100-lb. bgs., c.I., I., works, frt. equivd. | 100 lbs. | 45.50 | |
| cryst. pentahydrate, c.I., same basis | 100 lbs. | 26.50 | |
| ton titanate, dms., c.I., works | lb. | 1.14 | |
| rhichlorate, 85% 60-lb. bgs., c.I., I., works | lb. | .28 | |
| Sodium tripolyphosphate, tech., bgs., c.I., I., works, frt. equivd. | 100 lbs. | 36.75 | |
| lq., hopper cars, same basis | 100 lbs. | 87.50 | |
| dms., bgs., c.I., I., works | 100 lbs. | 45.50 | |
| Sodium tungstate, tech. high mol. dms., 10,000 lbs. or more, frt. equivd. | lb. | 5.00 | 5.50 |
| in grade dms., 10,000 lbs. or more, same basis | lb. | 8.00 | |
| Sodium uranium phosphate, purif., cryst., dms., works | lb. | .82 | |
| Sodium uranylformate, uranyl sulfate, dms., I., f.o.b. works | lb. | .91 | |
| Sodium uranyl sulfate, dms., 1,000-lb. lots or more, same basis | lb. | .18 | |
| c.I., same quantity, works | lb. | .26 | |
| Sodium naphthalene, petroleum straight aromatic, br. 320°-360° F., 26 ¹ / ₂ ° n. at 60° F. | gal. | 1.52 | |
| New Jersey | gal. | | |
| Houston | gal. | 1.41 | |
| Albion | gal. | 1.54 | |
| St. Louis | gal. | 1.54 | |
| 40°F. 30° m.s.p., tanks: | | | |
| New Jersey | gal. | 1.30 | 1.35 |
| Houston | gal. | 1.40 | 1.35 |
| Albion | gal. | 1.40 | 1.35 |
| St. Louis | gal. | 1.40 | 1.35 |

CRACKED PRICES

WEEK ENDING OCT. 24, 1986

| | | |
|--|--------|-------|
| orbitorbit monosulfate, dms., c.i., t.i., 30,000 lb. min., f.o.b. portland, 100 lbs. work. | .76 | - |
| orbitorbit triflate, dms., c.i., t.i., 30,000 lb. min., f.o.b. work. | .80 | - |
| orbitorbit, USP, reg. 70% aqueous, dms., c.i., f.o.b. shipping point. | .35 | - |
| tanks, f.o.b. shipping point. | .30 | - |
| ground, dms., c.i., t.i., works. | .70 | .72 |
| powd., dms., c.i., t.i., works. | .68 | .74 |
| *See Oct. Fats & Waxes market report. | | |
| lycosean oil (See Oct. Fats & Waxes market report.) | 15.00 | 15.50 |
| lycosean of acidulated, soapstock, 85% acid, tanks, New York to | .14 | .15 |
| lycosean oil, acid, dist., dms., lb. | .48 | .59 |
| annous chloride, anhyd., dms., lbs. | .43 | .44 |
| annous fluoride, liq. conc., dms., lb. | .47 | .58 |
| tanks | .38 | .49 |
| searment leaves, Imp. bss. | 1.60 | 2.70 |
| searment oil, Far West, native | 2.50 | 2.00 |
| Midwest, native | 10.00 | 12.00 |
| Far West, Scotch | 15.00 | 15.50 |
| Midwest, Scotch | 14.50 | 16.25 |
| cruc oil, dms. | 6.00 | - |
| John's brand, edible, lb. | .29 | .30 |
| annous chloride, anhyd., dms., works | lb. | N.A. |
| annous oxide, dms., works | lb. | N.A. |
| annous chloride, anhyd., dms., works | lb. | N.A. |
| annous fluoride, liq. conc., dms., t.i., works, rt. equal | 2.50 | - |
| annous oxide, dms., works | lb. | N.A. |
| annous sulfate, dms., works | lb. | N.A. |
| searment oil, double pressed, bulk | .26 | .39 |
| searment oil, single pressed, bulk | .28 | .37.5 |
| triple-pressed, bulk | .32 | .40 |
| ramonum leaves, bgs. | .15 | .20 |
| searment oil, USP, bulk | 47.00 | - |
| searment carbonate, grad. gds., c.i., t.i., works | 37.4 | - |
| searment nitrate, 50-15 bgs., c.i., works | 61.50 | - |
| searment carbonate, 99.8% min. t.i., f.o.b. works | 22 | .27 |
| searment acrylonitrile resin, nat. bulk, f.o.b. plant | .77 | - |
| cryst., bulk, same basis | .77 | .81 |
| clear, same basis | .77 | .81 |
| lycosean acetate, dms. | 2.35 | - |
| acetic acid, purif., cryst., dms., t.i., rt. all. | 2.00 | 2.10 |
| acetic anhydride, dms., c.i., t.i., f.o.b. works | 1.71 | - |
| acetic acid, white, bgs., c.i., f.o.b. ref. E. | 33.10 | - |
| acetic acid, acetylated, 90% | 1.18 | - |
| tanks, divd. | 1.10 | - |
| 100%, dms., t.i., divd. | 1.18 | - |
| acetic acid, acetate, denaturing grade, 100-lb. dms., f.o.b. works | 12.50 | 13.50 |
| flabenzamide, dms., 500 kilos. | 39.50 | - |
| flabenzamide-sodium, dms., 500 kilos. | 25.00 | - |
| flabenzamide, USP, dms., 500 kilos. | 20.00 | 23.60 |
| flabenzamide, USP, powd., dms., 500 kilos. | 63.00 | - |
| flabenzamide, sodium, USP, dms., 500 kilos. | 40.70 | - |
| flabenzamide, USP, microcrystals, dms., 500 kilos. | 33.60 | - |
| flabenzamide, USP, 500 kilos. | 32.00 | - |
| flabenzamide, USP, 500 kilos. | 13.00 | - |
| amethazine, powder, dms., 500 kilos. | 9.00 | 10.00 |
| amethazine, powder, dms., 500 kilos. | 36.00 | 41.00 |
| amethazine, powder, dms., 500 kilos. | .38 | - |
| amethazine, NF, 100-lb. dms., rt. equal | 2.00 | - |
| amethazine, NF, 100-lb. dms., rt. equal | .874 | - |
| amethazine, NF, 100-lb. dms., rt. equal | 8.00 | - |
| crude, bright, molten, dms., f.o.b. vessels, Gulfport | 150.00 | - |
| crude, bright, molten, dms., f.o.b. vessels, Gulfport | 125.50 | - |
| crude, bright, molten, dms., f.o.b. vessels, Gulfport | 125.50 | - |
| crude, bright, molten, dms., f.o.b. vessels, Gulfport | 135.00 | - |
| crude, bright, molten, dms., f.o.b. vessels, Gulfport | 102.00 | - |
| crude, bright, molten, dms., f.o.b. vessels, Gulfport | 157.50 | - |
| crude, bright, molten, dms., f.o.b. vessels, Gulfport | 13.80 | - |
| crude, bright, molten, dms., f.o.b. vessels, Gulfport | 13.50 | - |
| crude, bright, molten, dms., f.o.b. vessels, Gulfport | 17.50 | - |
| crude, bright, molten, dms., f.o.b. vessels, Gulfport | 20.00 | - |
| crude, bright, molten, dms., f.o.b. vessels, Gulfport | 14.80 | - |
| crude, bright, molten, dms., f.o.b. vessels, Gulfport | 15.60 | - |
| crude, bright, molten, dms., f.o.b. vessels, Gulfport | 24 | - |
| crude, bright, molten, dms., f.o.b. vessels, Gulfport | 17% | - |
| crude, bright, molten, dms., f.o.b. vessels, Gulfport | 230.00 | - |

51

22

87

CHEMICAL PROFILE

HYDROGEN PEROXIDE

OCTOBER 27, 1986

| SUPPLY | CAPACITY* |
|-------------------------------|-----------|
| PRODUCER | |
| Du Pont, Memphis, Tenn. | 125 |
| FMC, Bayport, Tex. | 95 |
| FMC, South Charleston, W. Va. | 85 |
| Interox, Deer Park, Tex. | 110 |
| Total | 415 |

*Millions of pounds per year, 100 percent basis. Du Pont Canada is building an 80-million-pound per year plant in Mattland, Ontario, due on stream January 1987. FMC expanded capacity at its Bayport facility by 25 million pounds in the third quarter, 1985, and again by 10 million pounds early this year. FMC has postponed construction of a 22-million-pound-per-year plant in Squamish, B.C. Interox completed a 22-million-pound expansion in July 1985. Degussa Corporation is constructing an 80-million-pound-per-year plant in Mobile, Ala., due on stream in early 1987. Oxychem Canada, a venture involving C-I-Land, Atochem and L'Air Liquide of France is building a 44-million-pound-per-year plant in Becancour, Quebec, scheduled for completion in September 1987.

DEMAND
1985: 300 million pounds; 1986: 320 million pounds; 1990: 410 million pounds. (Canada and US)

GROWTH
Historical (1976-1985): 4.4 percent per year; future: 6 to 8 percent per year through 1990.

PRICE
Historical (1952-1986): High, 45c. per pound, 70 percent, tankcars, f.o.b. frt. equal; low, 23c. per pound, same basis. Current: 45c. per pound, same basis.

USES
Chemical synthesis, 24 percent; pulp and paper, 23 percent; environmental uses (includes municipal and industrial water treatment and geothermal steam treatment), 18 percent; textiles, 14 percent; mining, 3 percent; electronics, 3 percent; miscellaneous (including food and cosmetic uses and the distributor market), 15 percent.

STRENGTH
Hydrogen peroxide use is growing rapidly in Canada as new thermomechanical wood pulping mills come on stream. Environmental applications based on peroxide's non-polluting oxidation ability are spreading through new applications and increased EPA pressure on industry. Although small volume-wise, special markets such as aseptic packaging are growing quickly.

WEAKNESS
New peroxide plants in the US and Canada will create significant overcapacity until demand can catch up to supply. The uranium mining market is flat and geothermal use is declining in the face of an alternative technology.

OUTLOOK
Existing markets will keep peroxide growing well, and potential applications could produce growth well above current projections. Most promising is home laundry detergent use of peroxide derivatives as bleaching agents. Products are currently being test marketed by major detergent companies. Also possible are treatment of waste cellulose for animal feed use, an application now in the R&D stage, and bioreclamation of organically contaminated soil.

BOOKSHELF

Chemical Dictionary

The expanded and revised fourth edition of this chemical dictionary* includes approximately 100,000 entries from chemistry, biology, physics, mineralogy and metallurgy as well as descriptions of the most important manufacturing processes and machinery, materials and finished products and terms used in every phase of engineering and technical development.

For chemical compounds, the book provides chemical name, synonyms, structural formula, molecular weight, physical properties, specific gravity, melting points, solubilities and uses.

A special feature is the compilation of trademark or proprietary products in the field of synthetic resins and plastics, foods, drugs, cosmetics, metals, rubber, paints, varnishes, detergents, petroleum, electronics and radioactivity.

The nomenclature is that generally adopted by the chemist and engineer and references are included and arranged so that desired terms can be located with minimum effort.

*CONCISE CHEMICAL AND TECHNICAL DICTIONARY. Edited by H. Bennett. Cloth, 11 1/2 inches, 1,289 pages. Chemical Publishing Company, 912 Cherry Lane, Vestal, N.Y. 13890, 1985.

Quality Assurance

Both purchasers and suppliers of manufactured products of all kinds need assurance that products will perform their intended function safely and with an acceptability of reliability. Providing this assurance requires certain specific management skills and the formal discipline of quality assurance provides the framework for these skills. The formal approach has become increasingly necessary for a number of reasons: contractual requirements, the need to provide evidence of meeting statutory and laboratory requirements and above all, the safety-related and economic consequences of product failure.

Criteria for management actions in respect to quality assurance are defined: number of national standards, but these are very general criteria and need to be "interpreted" in the context of particular types of manufactured product.

This book* discusses and analyses the unique characteristics of this industry, relate to the quality assurance approach and then makes a critical analysis of the quality assurance criteria and how they should therefore be applied. The aim of the book is to give guidance to engineers/managers associated with the process plant and practices in the context of their industry. The book should be helpful in conjunction with relevant quality assurance standards and specifications.

*QUALITY ASSURANCE IN PROCESS PLANT MANUFACTURE. By J.H. Hogerson. Cloth, 159 pages. Elsevier Science Publishing Company, 52 Vanderbilt Avenue, New York 10017, \$41.25.

Non-Prescription Drugs

The American Pharmaceutical Association has published this newly revised updated eighth edition of its handbook* on non-prescription drugs. Pharmacists, physicians and other health-care professionals have been using this text for over two decades and it has become the standard classroom text in pharmacy courses dealing with the field. Four years of research, editing and review have been devoted to this new edition. All chapters have been revised and a completely new one (on antipyratics) has been added. New illustrations, anatomical drawings and full-color photographs are included. The handbook contains the latest information on the Food & Drug Administration's review of over-the-counter drugs as well as patient assessment and consultation.

The index has been expanded and all non-proprietary ("generic") and trade name drugs, in addition to disease states and symptoms, have been cross-referenced. Pocket tables listing non-prescription drugs and their ingredients have been updated.

*HANDBOOK OF NON-PRESCRIPTION DRUGS. Cloth, 8 1/2 X 11 1/2 inches, 741 pages. American Pharmaceutical Association, 2215 Constitution Avenue, N.W., Washington, D.C. 20037, \$70.00.

JOBS & PEOPLE



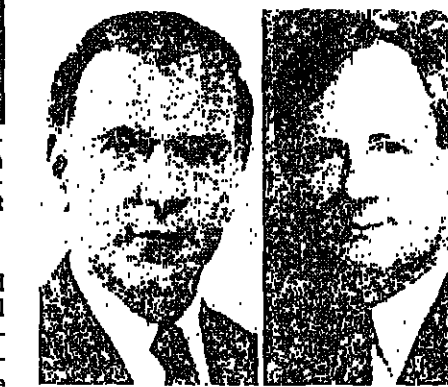
Richard Meer, who has been appointed president of Meer Corporation. Mr. Meer has been with Meer Corporation for 18 years and had previously held various positions with E.I. du Pont de Nemours & Co.

Scherer Elects Regional Presidents

R.P. Scherer Corporation has elected Kenneth R. Monroe, Jr. president of its major domestic subsidiary, R.P. Scherer North America, and Barrie P. Webb Pacific regional president.

Mr. Monroe joined R.P. Scherer after 20 years of experience in both the domestic and pharmaceutical industries as assistant to the president last June. R.P. Scherer North America is headquartered in Clearwater, Fla.

Mr. Webb, who had been president of R.P. Scherer North America, will be overseeing the company's softgel operations in a geographic area including Australia, Japan and South Korea.



K. Moore B. Webb

LOUIS L. LOSSBROCK has been named sales manager of the mining and mineral processing group of Nalco Chemical Company. JAMES A. NAWROCKI has been appointed portfolio manager in the corporate portfolio investments department of Dow Chemical Company. JOHN BURROWS has been named manager of FMC Corporation's Marine Colloids Division.

LLOYD A. HUDSON has been appointed product manager of ultra-high molecular weight polymers and polypropylene resins at Himont USA, Inc. JOHN PREST has been named national sales manager at the Agricultural Division of Hoechst-Roussel Agri-Vet Company. KENNETH A. KRICK has been elected president and chief executive officer of General American Transportation Corporation, effective 1987.

GARY MIERTSCHIN has been appointed di-



L. Lossbrock J. Nawrocki



J. Burrows L. Hudson

Chemicals, Inc. DAVID T. DAVIS has been elected vice-president and treasurer of A.H. Robbins Company. JANET E. MANN has been named general manager of the chelate chemicals management unit in organic chemicals at Akzo Chemie America. GREGORY T. COOPER has been appointed general manager of the distribution group at Chemtech Industries,



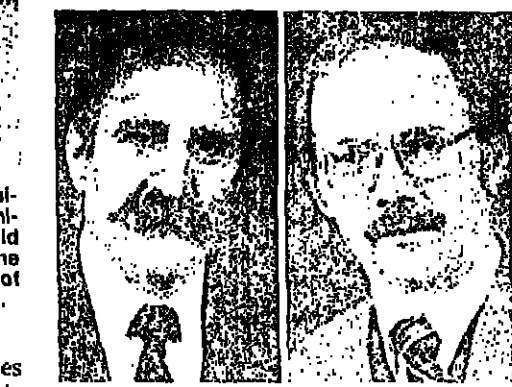
Matthew A. Taylor, who has been named president of CYRO Industries. He leaves the Chemical Products Division of American Cyanamid Company where he was president to assume the position with CYRO, a partnership of Cyanamid and Rohm GmbH of West Germany.

Salsbury Chemicals Appoints Managers

Salsbury Chemicals, a unit of Salsbury Laboratories, has appointed Sheldon Gelman Northeast marketing manager and Warren Dunkel Midwest marketing manager.

The appointments continue the company's expansion of its chemical manufacturing services. It expects to service the Southeast by year-end when an office in Atlanta is opened.

Mr. Gelman joins Salsbury from Stauffer Chemical where he held various positions for 20 years. Mr. Dunkel joined Salsbury in 1970 in its research and development department.

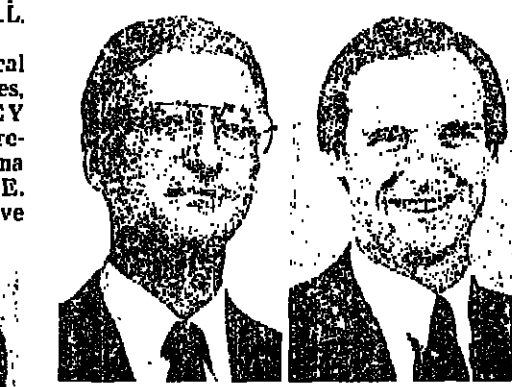


S. Gelman W. Dunkel

Inc. JOHN J. EHLIG has been named sales representative for the chemical catalysts and processes department in Englehard Corporation's Specialty Chemicals Division.

WALTER KOSACHUK has been appointed national sales manager for railroads for E.I. du Pont de Nemours & Co.'s maintenance finishes group. EDWARD A. SCHMITT has been named manufacturing manager for Georgia Gulf Corporation's commodity chemicals. KEVIN M. CURRY has been appointed area manager for Illinois at A.L. Laboratories, Inc.

DAN GILBERT has been named technical director at Surface Protection Industries, Inc. in Los Angeles, Calif. CAREY GLOUSER has been appointed sales representative for Central and Northern Indiana at A.L. Laboratories, Inc. DONALD E. SAUNDERS has been elected executive



G. Miertschin B. Olson

Aluminum Company of America. DAVID K. HAMEL has been named sales representative for the Adhesives Division of National Starch & Chemical Corporation. MYRON A. FRANK has joined Stepan Company as director of marketing in industrial chemicals. BURT M. LIKE has joined as product manager, and FREDERICK G. REHBEIN has also joined as product manager.

MEETINGS CALENDAR

October 27, 1986

THIS WEEK

AMERICAN ASSOCIATION OF TEXTILE CHEMISTS & COLORISTS, international conference and exposition, Westin Peachtree Plaza Hotel, Atlanta, Ga., October 28-31.

NOVEMBER

AMERICAN PETROLEUM INSTITUTE, annual meeting, San Francisco, Calif., November 9-11.
AMERICAN SOCIETY FOR TESTING AND MATERIALS, 7th Symposium on Pesticide Formulations and Application Systems, Phoenix Hilton, Phoenix, Ariz., November 5-6.
CHEMICAL MANUFACTURERS ASSOCIATION, chemical industry conference, Palmer House Hotel, November 17-18, Chicago, Ill.
CHEMICAL MARKETING RESEARCH ASSOCIATION, business school, personal computers in the workplace, Sceniccon Executive Conference Center, Princeton, N.J., November 5-7.
COSMETIC, TOILETRY & FRAGRANCE ASSOCIATION,

scientific conference and exhibit, J.W. Marriott Hotel, Washington, D.C., November 2-5.

DRUG, CHEMICAL & ALLIED TRADES ASSOCIATION, Fall luncheon, Waldorf-Astoria Hotel, New York, November 19.

DRY COLOR MANUFACTURERS ASSOCIATION, technical seminar, requirements under the Toxic Substances Control Act, Hilton Gateway Hotel, Gateway Center, Newark, N.J., November 12.

EUROPEAN PETROCHEMICAL ASSOCIATION, international transport seminar, Frankfurt Sheraton Hotel, Frankfurt, West Germany, November 20-21.

FERTILIZER ROUND TABLE, Sheraton Inner Harbor Hotel, Baltimore, Md., November 17-19.

FRAGRANCE MATERIALS ASSOCIATION OF THE UNITED STATES, 10th international congress of essential oils, fragrances and flavors, Omni Shoreham Hotel, headquarters hotel, Washington, D.C., November 15-20.

K-88, 10th international trade fair for plastics and rubber, Dusseldorf, West Germany, November 6-13.

LATIN AMERICAN PETROCHEMICAL ASSOCIATION, sixth annual meeting, Rio Palace Hotel, Rio de Janeiro, Brazil, November 23-25.

NATIONAL PAINT & COATINGS ASSOCIATION, 98th

annual meeting, Atlanta Hilton Hotel, Atlanta, Ga., November 3-5.

SALES ASSOCIATION OF THE CHEMICAL INDUSTRY, annual luncheon meeting, Bethesda, Totowa, N.J., November 6.

LATER ON

AMERICAN INSTITUTE OF CHEMICAL ENGINEERS, center for chemical process safety, international conference on chemical safety issues, Omni Shoreham Hotel, Washington, D.C., February 3-5.

CHEMICAL MARKETING RESEARCH ASSOCIATION, Houston Meeting: "The US Chemical Industry Responding to Change," Westin Galleria Hotel, Houston, Tex., February 4-5, 1987.

CHEMICAL SPECIALTIES MANUFACTURERS ASSOCIATION, 73rd annual meeting, Marriott's Harbor Beach Resort, Fort Lauderdale, Fla., December 7-11.

CHLORINE INSTITUTE, winter meeting, Mayflower Hotel, Washington, D.C., March 15-19.

DRUG, CHEMICAL & ALLIED TRADES ASSOCIATION, 81st annual dinner, Waldorf-Astoria Hotel, New York, March 19.

FERTILIZER INSTITUTE, 1987 annual meeting, Orlando World Center, Orlando, Fla., February 2-5.

INSTITUTE OF GAS TECHNOLOGY, 11th annual symposium on energy from biomass and waste, Royal Plaza, Walt Disney World Village, Buena Vista, Fla., February 2-5.

NATIONAL ASSOCIATION OF CHEMICAL DISTRIBUTORS, 15th annual meeting, Ritz-Carlton Hotel, Naples, Fla., December 2-4.

SALES ASSOCIATION OF THE CHEMICAL INDUSTRY, annual Christmas party, New York Hilton Hotel, New York, December 18; education committee, "The Psychology of Selling," Tuesday live show, Brook, N.J., December 18.

SOAP AND DETERGENT ASSOCIATION, 200th Meeting and Industry Convention, Boca Raton and Club, Boca Raton, Fla., January 28-February 1, 1987.

SOCIETY OF THE PLASTICS INDUSTRY, 4th annual conference of the reinforced plastics and composites institute, Cincinnati Convention & Exhibition Center, Cincinnati, Ohio, February 2-6.

BUSINESS BRIEFS

AYCOR INC., San Fernando, Calif., has appointed Christopher & Laughlin Inc., Pasadena, Wash., as sales representative for the sales of Washington and Oregon. Ayvcor supplies color concentrates, liquid dispersants and blended dry colors to the plastics industry.

BRISTOL-MYERS US Pharmaceutical Company, based in Evansville, Ind., has formed a new division, Bristol-Myers Pharmaceutical Division, to market the company's line of generic pharmaceutical products. The new division will sell the products under the "Apothecary" label formerly used by Bristol Laboratories to sell generic antibiotics to large drug stores.

COMBUSTION ENGINEERING LTD.'S Simcon UK division has been contracted to supply an operator training simulator for Indian Petrochemicals Corporation Ltd., Baroda, India. The simulator will be used to train plant operators in analog instrumentation and distributed digital control. Indian Petrochemicals has also licensed Simcon's proprietary simulation software.

ENZON INC., South Plainfield, N.J., says it has been awarded a research grant from the National Institutes of Health to develop PEG-uricase for the treatment of hyperuricemia and gout. Clinical studies at Veterans Administration Hospital in East Orange, N.J., indicate that PEG-uricase is

highly effective in breaking down uric acid, according to Enzon.

REICHOLD CHEMICALS Inc.'s Reactive Polymers Division has introduced what the company describes as the first non-blushing, non-staining polyester resin for use in auto body patch compounds. According to Reichhold, the resin has been shown to be unaffected by UV attack with urethanes and most other commonly used top coats. UV attack is the most common cause of body patch blushing.

WITCO CORPORATION's Humko Chemical Division has introduced a fatty bisamide designed as a lubricant for powdered metal compounds. The "Kemamide" product is a

micronized synthetic wax which burns clean during processing, leaving no residue, according to Witco. The product is a useful molding aid because it allows dense compacting of the powdered metal, Witco says, and also offers a highly uniform particle size and a high melting point.

ELDIS ENGINEERING & Research Inc., Berkeley Heights, N.J., has published a guide to US injection molders of automobile parts, containing names of injection molders who are potential partners in joint ventures with primary manufacturers and secondary subcontractors seeking to set up plants quickly in the US for domestic and foreign consumption of auto parts.